

THE COMMERCIAL CAR JOURNAL

Volume XXX
Number 5

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PHILADELPHIA, JANUARY 15, 1926

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This was their third reduction in eight months.

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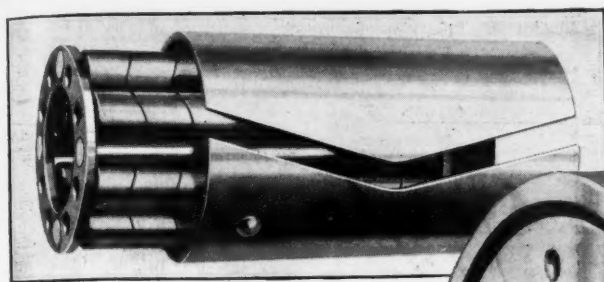
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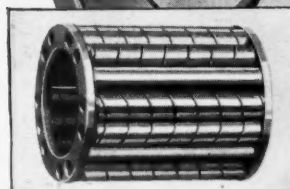
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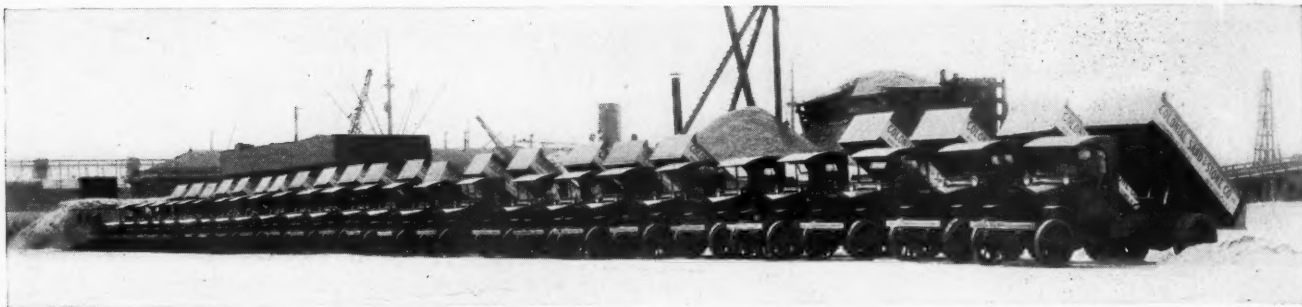
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HEIL QUALITY 25th ANNIVERSARY

THE COMMERCIAL CAR JOURNAL

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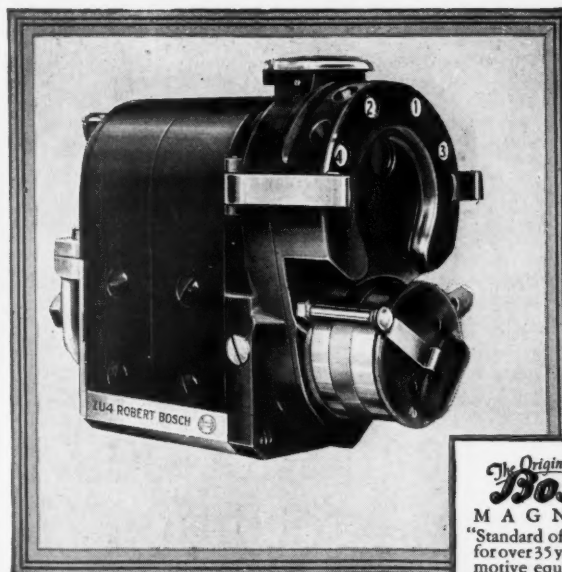
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TIMKEN *Tapered Roller*

~ Of the 93 buses exhibited to the American Electric Railway Association at the 1925 Atlantic City Convention Show

92

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Chicago



Florida in the Making

THE story of Florida is a story of keen activity in real estate development and building construction, and in that story International Trucks are playing an impressive part.

Take Pasadena-on-the-Gulf, at St. Petersburg, for instance. The Pasadena fleet of 16 Heavy-Duty International Trucks has been at work for nearly four years, creating a magnificent residential city out of 3,000 acres of wilderness.

Traveling always in deep sand or over rough roads, year in and year out, these 16 Internationals have moved a vast tonnage of road materials, concrete blocks, rock, sand, timbers, girders, and machinery. They transported numbers of full grown royal palms for the building of avenues and were the main mechanical factor in the building of a number of large bridges.

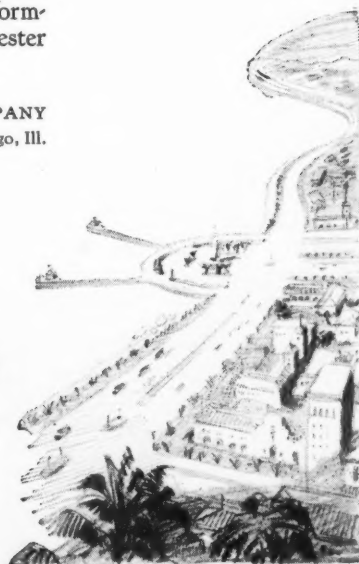
The entire fleet worked full time in the construction of Boca Ciega, the Country Club Division at Pasadena and winter headquarters of Walter Hagen, for the third time national professional golf champion. In nine months' time one 18-hole course was open for play—record time for men and equipment. For motor truck advice from one who knows, see Jack Taylor, Pres., Pasadena, St. Petersburg, Florida.

We can cite you such instances all down the East Coast to Miami, across to Tampa, and up again to Jacksonville—the sort of truck performance you can depend on from Internationals, anywhere—the same performance given by other products of the Harvester Company for almost a hundred years.

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International Heavy-Duty Trucks range from 3,000 to 10,000 pound maximum capacity. The line includes also the 2,000-pound Speed Truck. Sold and serviced through 112 branch houses—largest Company-owned motor truck service organization in the world.

INTERNATIONAL HARVESTER TRUCKS COMPANY



The Commercial Car Journal

VOLUME XXX

PHILADELPHIA, JANUARY 15, 1926

NUMBER 5

The Motor Truck Operator Needs *Your* Help!

Are You Going to Let the Railroads Run Your Business?

By ALBERT G. METZ

ON December 16, 1925, Senate bill No. 1734 was introduced in Congress by Senator Albert B. Cummins, of Iowa, the purpose of which is "to regulate interstate commerce by motor vehicles operating as common carriers on the public highways."

THIS BILL IS A MENACE TO THE MOTOR TRUCK INDUSTRY!

If it passes in its present form it will give the railroads complete power over every motor truck operator in the country.

IT CLASSIFIES EVERY MOTOR TRUCK OPERATOR OF MOTOR TRUCKS AND BUSES as a "COMMON CARRIER."

It will produce no end of red tape for the operator to comply with, let alone the tremendous expense truck operators would be subjected to in the way of court fees, legal services and so forth.

The bill is sponsored by the railroad interests and not by the truck owners.

This bill also specifically states "that the fact that the business is a going business at the time this act becomes effective, shall not be considered as proof of public convenience and necessity." It places in the hands of the regulatory bodies power to put a truck operator out of business regardless of how long he has been engaged in it. Such action can amount to confiscation and is an at-

tempt to drive the independent truck operator off the public highways and permit the railroads to obtain a monopolistic grasp upon them.

The bill, also regulates rates to be charged by motor truck operators. This in itself would create a handicap that the operator could not overcome, since the greatest advantage he has over other types of transportation is the flexibility and character of his service. He would thus be prohibited, under any rate regulation from meeting the particular needs

and demands of his customers and thus render a specialized service which it is out of the power of the less flexible railroad type of operation to give.

The Cummins Bill separates motor common carriers engaged in interstate commerce into Class A, those engaged in transportation between fixed termini or over a regular route, and Class B, all others engaged as common carriers. The only essential difference, as to regulation, is that Class A carriers have to file rates and schedules and submit to control in these respects. Class B carriers are not so regulated.

While private and contract carriers are presumably excluded from either classification, it is frequently difficult to determine whether a vehicle or fleet of vehicles is actually engaged in private or common trucking. Instances of these borderline cases will occur at once to anyone familiar with truck operation. A private carrier that on special occasions, possibly to accommodate a customer of the owner, engaged in what might be considered common carrier operation would be subject to heavy penalties if not registered under the law.

The foregoing gives a brief outline of what effect the bill will have on the truck operators.

Because of the fact that many large bus operators are in favor of some sort of regulation in the bus business they are in favor of this bill, believing that thereby that the financially sound and well estab-

They're Your Customers!

THE "Ainey" bill also referred to as the Cummins bill, because it was introduced by Senator Cummins, was scheduled for its first hearing on January 11th. This date has been postponed and the bill will probably come up for hearing some time during the third week of this month.

In the meantime every dealer and manufacturer should exert himself in behalf of the motor truck operator, by sending telegrams to his Representatives and Congressman in Washington, requesting that the bill be killed. The truck owners need your help in combatting this drastic legislation.

lished concerns will be saved from "gyp" competition. The suggestion is therefore made that if the bus operators want regulation, a bill should be drawn up by them, but not to let the railroads do it.

The general consensus of opinion among the truck operators is that regulation of the truck operators at this time would be inimical to the best interests of the public as no one knows what form of regulation enacted now would be of benefit to the industry in the future.

Owner Associations Oppose Bill

What some of the prominent owners associations have to say in opposition of this bill, follows:

Theodore D. Pratt, general manager of the Motor Truck Association of America states that this bill discriminates very distinctly in favor of rail carriers "when it requires motor carriers to carry bond or insurance running to the shipper or rider. In no case that we know of do the railroads comply with any such provision. Railroads may reject claims, may throw such obstacles in the way of their collections as to completely discourage the claimant, or in the case of a receiver, simply refuse them. There is no reason whatever that motor carriers should be discriminated against in this fashion."

At the regular monthly meeting of the Motor Truck Association of Philadelphia, this bill was discussed and a resolution passed by this organization as being "vigorously opposed to regulation of this kind when it is so discriminatory and impractical." At this meeting John M. Meighan who came from Washington to represent the American Automobile Association announced that eleventh-hour changes had been made in the bill before it was presented in the Upper House, and that these changes affected the designation of Class B carriers. As Mr. Meighan proceeded with his paper, it became apparent that strong interests were behind the bill. Just to show the kind of opposition that motor truck transportation must face, note the following paragraph from Mr. Meighan's paper:

"The September issue of the 'Railway Employees' Journal' the official organ of the Benefit Association of Railway Employees, through an editorial, broadcast a request that every railroad man in the United States demand that trucks and buses be forced by law to compete with the railroads on equal terms and further demand that they be compelled to pay their share of taxes on equal terms with the railroads. This editorial closed with the statement: 'Let this be the opening gun in a war against unfair truck and bus competition, let it be a call to arms. Let us get together and united as railroad men let us protect ourselves, our homes and our jobs against this peril that, like the boa constrictor of the jungles, is slowly but surely crushing the life out of the railroads on which

we work. A call to arms, will you fight to save your job?'"

Thomas F. Barry, representing the Merchant Truckmen's Bureau of New York, was introduced and launched into an attack of the proposed bill.

"A desire for regulation on the part of truck owners," said Mr. Barry, "must come from within the trucking industry itself, and not be foisted upon it by irresponsible persons who are thinking only of themselves and not of the pioneers who blazed the trail of highway transport, which trail the railroads now seek to acquire for their own. Who among you can say now that any regulation will be beneficial to the trucking industry, or who among you is sufficiently conversant with the needs of the industry to speak for the whole nation on any form of regulation that would serve to benefit the shipping public and the truck owners themselves? Railroads would have the general public believe that the trucking industry is in a chaotic condition. This is a false statement. There is still much left to be desired in the trucking industry, but it is on a sounder basis today, on a more efficient plane and giving better service than it ever did before in its history. Personally, I am against compromise, and so is the Association I represent."

"Stand Fast" Says Marsh

In a colorful speech which was punctuated with outbursts of applause, A. P. Marsh, of the Motor Truck Association of Connecticut, pleaded with his hearers to stand like men and fight against any

form of despotism which would attempt to gain a strangle hold on the public and the trucking industry. "Federal control is injurious to business and it has not been shown that motor transportation needs regulation" said Mr. Marsh as he proceeded to shoot holes in some of the arguments advanced in favor of regulation by the railroads.

"Motor trucks take a load here today and there tomorrow, moving where freight is to be moved and offering the shipping public flexibility, speed and economy. When this great facility is forced to operate with the rigidity of the railroad, then the people of the United States have been deprived of the greatest benefits which grow out of motor highway transportation."

Railroads claim to pay taxes which build highways. Statistics quoted by Mr. Marsh show that the railroads pay three and one-half per cent of the money that goes into highways, while trucks pay forty-five per cent of the money that goes into highways. And over these same highways motor trucks actually brought to the railroads over \$500,000,000 worth of revenue. And over these highways motor trucks carried farm products which might otherwise have rotted on the farm, carried commodities to destination through territories on which embargoes were clamped, and kept transportation open during strikes of railroad employees.

Railroads pay for their right of way. True, their right of way, for no one else

(Continued on page 47)



Tell Congress what you want!

Florida and the Southeast Needs Trucks and Can't Get Them

Some Facts and Figures Showing Why This Section of the Country is Continuously White on the Business Map—Also How and Why Truck Dealers Are Prospering

By Morris A. Hall

ABOUT four weeks ago, the writer spent a month touring through the South, down to and all around Florida, and back. As a result of this trip he is prepared to state that the truck dealers of that section of the United States are doing the nicest volume of business they have ever done, their largest trouble being to get the trucks so as to be able to deliver them, rather than selling the trucks.

Anyone who has followed the recent popular agitation about Florida and the Southeast will know about the tremendous rush of people into those states, so that the statements made about people paying large bonuses for car delivery in Florida, up as high as \$400 for the better cars, will not be questioned. Yet a moment's thought will show that this same rush which brought in and is still bringing in hundreds of thousands of people will bring with it as much business in proportion for the truck and tractor dealer.

If people be considered as the basis of all business, the incoming of a million people to Florida this year is the same as the number of newcomers who remain permanently in New York City in five years. In the past five years that city has gained about 35,000 motor trucks. At the end of 1924 Florida had

slightly more than 10,000 trucks. So it is not unreasonable to think that something like 25,000 trucks may be sold in the southern state next year.

I say "maybe" deliberately, because the present difficulty is to get them. Truck manufacturers could not anticipate this movement. Consequently, they were not prepared to furnish this section of the country such a large number of vehicles, for incidentally, this has been the best truck year in the industry's history all over the country. This has meant the shifting of many well-laid plans. And just about the time that the truck manufacturers awoke to this opportunity and prepared to take advantage of it, the embargo laid down by the railroads late in September shut off deliveries. In effect throughout October and November, and now replaced by a permit system which is little or no better from the point of view of the Florida dealer getting trucks and tractors to deliver, this forced another shift.

Dealers, big and little, had to come up into Georgia to the most southerly points adequately served by several railroads, and most important of all, by railroads other than those Florida roads on which the embargo was effective, and there arrange for warehouses and other storage space.

Waycross, Valdosta and Douglas are the most favored cities. And in these all the available warehouses, barns, large stores, vacant lots and other spaces which could be used for storage have been taken up. In a number of cases, a factory branch was established at Atlanta or Macon, and this served equally well.

Scarcity of Competent Drivers

The present procedure is to ship a trainload into Florida when, and as the permit may be obtained. Lacking that, the trainload is sent to a Georgia city and the vehicles are driven overland from there. Even this situation has become difficult for there is a lack of competent drivers to deliver the trucks. Each truck dealer can furnish a few, but arranging offhand for 40 to 100 drivers on a few days' notice is some problem. And that is what a trainload shipment means.

Even if the trainload be divided among six or seven dealers, how many dealers are there who could furnish 10 or 12 drivers capable of driving new trucks some 350-400 miles properly?

Early in September the Graham plant at Evansville, Ind., shipped a trainload of 91 Graham trucks and coaches to these seven dealers: Williamson Motor Co., Jacksonville; Nahm & Nahm, De-



In the Heart of Jacksonville's Business Section

land; Green Bros., Daytona; I. W. Phillips' Sons, Orlando; Ferman Motor Co., Tampa; Geo. M. Albertson, W. Palm Beach, and L. A. Jones, Miami. To the person not familiar with distances in the south, the delivery of these at Jacksonville (this train arrived before the embargo) meant that Ferman's men had to drive 282 miles, Albertson's drivers more than 300 and Jones' drivers close to 400. And in a later carload delivery at Valdosta, instead of Jacksonville, Ferman's men had to drive 350 miles, and the others 120 miles additional, or about 400 and 500 miles, respectively.

And yet even under such circumstances as these, the roads are crowded with trucks. We drove down by the "inside" route through Atlanta, Macon, Valdosta, etc., and all the way down from Atlanta passed fleets of new trucks being driven down. The greatest difficulty encountered by those in charge was keeping the trucks together. At Tifton, Ga., we meet a group which had lost one truck entirely. It was driven by a negro and the man in charge had not seen him start out, so he simply knew that truck and driver were gone, but where he was not sure. After driving steadily for a whole morning—we met them at noon—he had not caught up with him, nor passed him along the road, nor picked up any trace of him.

In another group, picked up just beyond the Florida line, one driver said he was going to Miami with the four trucks. In commenting on the variety he had, he stated that he had instructions to take just what there was without asking questions. In his own words, "We just grabbed what they had, and beat it." And he told us further that he came up to get a 5-ton steel dump job but was taking back a 2½-ton with small wooden body.

Plenty of Work for Trucks

That is the Florida situation today. The huge building programs of all the southern cities are such that trucks by the thousand are needed to transport lumber and building material from the railroad yards, or wherever it happens to be, to the building sites. Anything which will hold material and can be moved is being used for the time being.

Tractors are serving in many instances for these can be coupled to a number of wagons. While the speed is low, the total load of a train of this kind offsets that. Tractors are being used mostly by development companies for clearing the land, grading, filling, or similar work. They are being sold as fast as they can be obtained.

Five years ago Hollywood was nothing but a postoffice and Ocala boasted but 4,914 people. Hollywood probably has more than 15,000 people now because a tent city of that number is going up and railroad trackage is being laid for 20,000 cars. These figures indicate a considerable population. Ocala has at least doubled and probably tripled its population. Trucks and tractors are being sold in great numbers in places which were unheard of five years ago.

Some idea of how these places have grown and are growing now, these being the things which bring about large truck use, may be gained from the building figures. In 1920, Miami had 29,571 population according to the government census. The state census for 1925 (subject to slight revision) gives it 71,419. Its enthusiastic boosters put it down as "close to 100,000." And actually there are about 200,000 people in it right now. In October of 1925, its building permits totalled \$10,183,419, in November \$5,498,399, the latter not including Miami Beach with \$868,975 nor Coral Gables with \$3,155,000. For the full year, it probably will exceed \$75,000,000, and may run above \$100,000,000. A banker stated recently that there was now \$138,000,000 worth of work in process in and around Miami. No later than Dec. 12, a real estate organization made the statement that the total final cost of buildings under construction on Dec. 1 in Coral Gables alone would reach \$208,300,000.

All this spells work and then still more work for motor trucks and tractors. And the dealers in Florida are fully awake to this and are selling them as fast as they can get them to make delivery.

Florida has been emphasized, and building construction too, but the activity in the Southeast which will lead to truck buying is not confined wholly to either. Jacksonville possesses some 426 different manufacturing concerns; Tampa can

probably equal this figure; Pensacola is not far behind; many smaller places add their small numbers to the total. Few realize it, so great has been the emphasis on real estate and building, but Florida's manufactures run to an astonishing total, far beyond her agriculture. In 1920 manufactures in the state totalled \$213,000,000, agriculture but \$80,000,000.

Southern Georgia is picking up remarkably, Savannah for instance, is enjoying a mild boom right now. This city holds a predominating position in the cotton and naval stores markets, and the transportation of great quantities of these calls for motor trucks. Recently, hard surfaces for five national highways into the city have been provided, lending further weight to truck dealer's arguments. Other Georgia cities present equal opportunities.

This situation has already absorbed all of the good (and most of the bad and indifferent) second-hand trucks, and a great many of these are being driven in from neighboring and from far-distant states. Both going and coming we passed hundreds of trucks, and on these we noted license plates from practically every state east of the Mississippi, and a few from western states. Truck dealers in Florida had few, if any, used trucks on hand, and those few which were being overhauled were all of them sold and with a promise for early delivery.

He Sells Against Factory Competition

CAN any dealer make good in a territory where direct factory sales are the rule and factory branches fill in the gaps? Charles B. Rattermann of the Rattermann Motor Service Co., Cincinnati, has proved to his own satisfaction that it can be done.

It is a good many years since this company gave up the selling of buggies and went into the truck merchandising business. To-day they are distributing and retailing G. M. C. trucks to 24 cities in three states—Indiana, Ohio, and Kentucky.

Business is satisfactory, and promises to continue so, both in the wholesale and retail branches which are about evenly divided. This, Charles Rattermann considers is due mainly to the quality of the product and the reputation of the manufacturer behind it, coupled with the service the Rattermann Company is able to give. The fact that their retail business is a profitable venture, in the midst of intensive factory competition, however, is in no small measure dependent on the maintenance of a profit on each and every deal. No chances are taken with deals involving trades—and these form 80 per cent of the total retail business.

In all cases where a used vehicle is offered for allowance the salesman calls

in the service manager to make an appraisal. The purchase of the used truck is then dealt with as an entirely separate proposition from the purchase of the new truck. There is then no question of dickering for allowances and the salesman knows exactly where he stands both in the matter of what he can offer and in what his commission is going to be.

In the Rattermann organization, the vocational selling plan is in force, as this has been proved by experience to be the most effective. In accordance with this plan, one salesman specializes on buses.

All the salesmen work on salary and commission. In every case the rate of commission is the same, but the salaries differ according to the ability of the salesman. What this salary is to be is decided by the man's estimated production based on a 90-day trial.

In addition to the regular earnings of the sales force, a bonus system has been introduced which costs the company about \$300 a year. This is awarded every sixty days and is decided by the number of points earned by each individual. Points are given for sales involving no trade, for cash deals, and for increase of business over the previous bonus period.

THE HIGH MORTALITY AMONG SALESMEN

HOW THE DUB GETS BY
AND WHAT IS TO BE
DONE ABOUT IT

By H. Lionel Williams



Halting this parade of "90-day" salesmen is the sales manager's biggest problem

ANY advertisement for a truck salesman in a Chicago daily paper will bring in over a hundred replies. This phenomenon is due to the fact that, in common with other large cities, Chicago has an enormous number of floaters in the truck selling business. Good truck salesmen are as scarce as flies in Greenland, and, the demand for them being so heavy, misguided sales managers make their terms so attractive that it is possible for a vast number of them to secure a living wage on a ninety-day trial. By the time they are let out they have another job waiting for them. And so it goes.

Strange as it may seem, a lot of this petty fraud could be prevented would the sales managers but take the trouble to call up the applicant's previous employer. That they very rarely do so can only be imputed to a spirit of self-sufficiency that deems it below his dignity to ask help of any sort from a competitor. There is not enough cooperation in this respect; each is for himself and the result is expensive for all concerned.

The high salary and small commission or salary-only bait more often than not defeats its own purpose. The pseudo-salesman is not

ambitious and to insure that he has a living wage without working for it is direct encouragement to slack.

The Sales Manager's Problem

There, it must be admitted, is the sales manager's problem. It takes at least one year, and more often two, for the best of salesmen to properly establish himself as the representative of any one company in a territory. He has to build up a background for himself and create a new identity recognizable by his prospects. He must familiarize himself with the organization to which he is attached, and grow to be an integral part thereof. Until such a time no salesman will be 100 per cent efficient. This being so, the salesman in the earlier days must be adequately compensated until such time as the results of his efforts insure a commensurate return.

One way of meeting this condition is to establish a sliding scale of salary and commission, starting with a comparatively large salary and small commission and gradually reducing the salary and raising the commission after each sixty or ninety days.

Truck selling is, or should be, a high grade business, and calls for

a high-grade class of individual to handle it. When it is realized that the average deal involves a sum of money equal to the value of a house or a lot, it will be agreed that the selling agent should be a man of responsibility. That is why many dealers maintain that a truck salesman who cannot earn a minimum of \$5000 a year is better out of the business.

Such men must be capable of maintaining a good appearance and be of sufficient education to meet on equal terms any class of buyer. Further, as the best type of salesman is the responsible married man in the late thirties, \$5000 is by no means an excessive minimum.

Muddling along with indifferent salesmen is the lot of most managers, hence the lively interest in bonus systems, marathons, and other spectacular incentives to industry. The vogue of such palliatives indicates an unsound condition and salesmen who are amenable to this pepping-up process are either underpaid in the first place or of that type that takes a few days off after each deal.

Yet there are good salesmen, and others equally as good can be developed. The good salesmen are to be found in jobs they have held

for several years, with houses of reputation. It is a moot point whether such men are good salesmen as a result of their concentration on one product for a considerable period or because of some inherent quality in themselves that has kept them faithful to one employer. Be that as it may the result is the same, and such houses

Territorial arrangements indeed have a far greater effect on sales than generally understood. Too large an area, for instance, tends to make a salesman slack. He concentrates on the easy sales to the neglect of the equally important deals involving more hard work. In training salesmen this is of first importance, and a small compact



WHY NOT LOOK UP HIS BATTING AVERAGE?

only lose these men because of lack of foresight and a lively appreciation of such a man's services. Good salesmen are worth untold gold but after they have become part of an organization it is a common mistake to imagine they are wedded to the business. The awakening comes when a wide-awake competitor hooks them with a more attractive proposition.

Developing the Salesmen

Developing a salesman is usually a lengthy process, and often a disappointing one, but those who go through with it are well rewarded. Taking salesmen from other lines of business has so far proved a failure. There is a definite slant to truck selling that is found in no other line. Then there are few sources from which men can be drawn who have been used to merchandising products worth \$2,000 to \$15,000.

The general experience therefore seems to be that whenever possible salesmen should be developed from the staff by intensive training and no opportunity to obtain an established salesman of proved ability should be overlooked.

Results are of course not solely dependent on the capacity of the salesman as such. Each man should be studied so that he can be allocated to the particular territory and type of business for which he is best suited.

territory thoroughly worked provides the necessary variety of experience.

Vocational vs. Zone Selling

This brings up the old problem of zone vs. vocational selling. In cities at any rate the vocational idea appears to be gaining ground even with the smaller dealer establishments. From the point of view of the salesman it certainly has much to recommend it. Making a sale is much easier if one is fully acquainted with the **habits and requirements of the business for which the vehicle is being purchased.** The salesman in effect becomes a specialist in transpor-

tation as far as one or more classes of buyer is concerned. Such specialized knowledge gives the buyer confidence and approach is easier. The only difficulty lies in the apportioning of the territory when there is a fairly large staff of salesmen. In a large city it is conceivable that there might be a preponderance of one or two trades, with the result that some of the salesmen would be dissatisfied. Similarly one class of business might be more than one salesman could conveniently handle yet the business would not justify division between two men. Apart from these somewhat remote possibilities it does seem that, as time goes on and buyers are more and more conversant with motor vehicles, the call is for specialization in selling.

Then there is the internal organization. Attracting really good salesmen involves more than offering a good salary and commission. Such men require to be backed up by an organization that will permit of their exercising ability to the fullest capacity. A good salesman under poor management is quite as likely to be a poor investment as a poor salesman with a sound organization. Training salesmen, on the other hand, presupposes a competent sales manager with a reliable live prospect list properly maintained, and other essentials of co-operation.

Summing up we may say that the urgent need is for closer co-operation in the selling industry with the establishment of what would amount to a closed union for salesmen. Interchange of information at any rate would be a welcome step in the right direction.

Rejects Commission's Suggested System

Delegates representing the Philadelphia Motor Truck Association, the Pennsylvania Motor Bus Owners' Association, the Philadelphia Team and Motor Truck Owners' Association, the Pennsylvania Furniture Warehouseman's Association and several motor truck manufacturing concerns recently met and discussed the bookkeeping system for transportation utilities proposed by the Public Service Commission.

The sentiment of the men who attended the meeting was that the proposed system in its present form is impractical, complicated, expensive, cum-

bersome and a serious handicap to the smaller operator.

It was decided to send a communication to the Public Service Commission suggesting that by reason of the fact that the classification covered widely different classes of service, sufficient time should be given to bring the entire system to a basis that would fit those varied needs and conditions, rather than impose on all a system designated primarily for passenger transportation.

A committee of five, representing the combined associations, was appointed and instructed to draw up suitable resolutions to be presented to the Public Service Commission.

Stop Wasting Rubber! Save Your Tires!

There is no real shortage of rubber. Help to break the British monopoly of rubber by Getting 25% more service from your tires

THE American public is paying \$700,000,000 more for rubber above what would be a fair price to permit the plantations to operate profitably. The only way to combat this monopoly is to make tires last as long as possible. If every vehicle user would decide to get 25 per cent more service from his tires, the demand would be that much less and the price would drop to a fair price.

To combat this price monopoly in an effective way a program of conservation has been undertaken under the leadership of Secretary of Commerce Herbert Hoover backed by the National Automobile Chamber of Commerce, the National Automobile Dealers Association, the Rubber Association of America and the American Automobile Association.

Car and truck manufacturers will devote a part of their national and newspaper advertising space to an educational movement emphasizing the need for better care of tires.

The factories are sending word to the 50,000 dealers throughout the country advising them of the full details of the situation and asking their aid in the "Stretch Your Rubber" movement. Instructions on the better use of tires will be included with each vehicle sold.

In the opinion of Mr. Hoover, 25 per cent more service can be secured from tires, if the public will adopt more care in their use. This modification in the demand for rubber will combat the pres-

ent British control, which has forced rubber up to \$1.00 per pound.

America uses 70 per cent of the world's rubber supply, and the growth of motor transportation has made possible the high prices of the East India rubber combine. The decline of 25 per cent in demand is expected to have a strong effect in balancing the rubber market.

There are four ways in which more service can be secured from tires:

1. Maintain proper air pressure.
2. Make tire repairs promptly.
3. Anticipate stops by using brakes gently, hence reducing sudden friction.
4. Round corners slowly.

A further virtue of these instructions is that when observed the vehicle will be under better control and the careful driving will have a favorable effect upon safety.

Charles Clifton, president of the National Automobile Chamber of Commerce, has appointed Alvan Macauley, president of Packard; H. M. Jewett, president of Paige-Detroit and H. H. Rice, assistant to president, General Motors, representing the automotive industry, as the committee in charge of the motor manufacturers' campaign, working with Secretary Hoover in this effort.

Since the industry's attack on the rubber monopoly a resolution was introduced in Congress by Representative Tilson of Connecticut, which passed the House,

calling for an investigation of the crude rubber monopoly also the control of production of coffee, silk, nitrates, potash and other raw materials.

Regardless of what government investigations are being made, however, little will be accomplished unless the tire consuming public gets behind the movement by getting more service out its tires. Stop throwing away shoes that can be vulcanized. Drive more sensibly. Check up wheel alignment. Apply brake easily instead of jamming them on. Help to break the monopoly.

New Year Starts With Accelerated Business

Sales of automobiles, trucks, parts and accessories were slightly better in December than is usual for the time of year. Production was also on an unusually high level, and several of the large factories, upon reopening after the holidays, are speeding up output.

With general industrial activity reaching or approaching the high point of 1925 in the closing month of that year, it is felt that the foundation has been laid for a first quarter for the automobile industry that will far exceed the corresponding period a twelve-month ago.

Stretch Your Rubber

\$660,000,000, an average of \$20 to \$70 per set, will be added to the cost of YOUR tires this year if present crude rubber prices are maintained, says Herbert Hoover, Secretary of Commerce.

These prices are due to the restriction of production in the British East Indies, where 70 per cent of the world's crude rubber is grown.

Help break this monopoly by greater use of your tires. 1. Maintain proper air pressure. 2. Make repairs promptly. 3. Use brakes gently. 4. Round corners slowly.

The motor manufacturers have continually succeeded in getting car and truck prices lower through more efficient production.

High crude rubber prices may bring increased car costs.

Help us to keep YOUR transportation costs down.

SAVE YOUR TIRES

THE WHOLE WORLD IS TAKING TO THE MOTOR BUS

*Expansion of Bus Lines Throughout the World Greater in 1925 than any one Year.
New Bus Lines Will Closely Follow Execution of Present Road Building Programs*

By IRVING H. TAYLOR, Acting Chief, Automotive Division, Department of Commerce

THE inhabitants of many isolated sections of countries, heretofore without communication and living in a world apart, are being brought together in close harmony through the medium of the motor bus. This development, which has taken place only within the past few years, not only has presented a vitally necessary supplement to existing inadequate national transportation systems but has also contributed, in many instances, to raising of the social and economic standards. The universal recognition of the need for more extensive systems of improved highways is manifest, and the growth of bus service, which will further expedite the interchange of ideas and merchandise, will naturally follow closely the execution of present road building programs.

Bus Use Gaining

The expansion of bus lines throughout the world has been greater in 1925 than during any one year and from all indications there will be further increase during 1926. It is significant that in many countries, including some of the important motor vehicle markets, such as Argentine, bus transportation was inaugurated only within the past three years. Another indication of the rapid expansion of bus use is in the case of Sweden, where 90 per cent of the motor vehicles are American and bus traffic more than doubled during the last two years. From China it was reported that the first bus line was started in 1917 and consisted of one American chassis with a crudely fashioned 12 passenger body. This one bus in Peking was the forerunner of approximately 300 in China, now operating over 70 lines. The two examples of bus expansion just cited are typical of the trend throughout the world during similar periods. Reports received from over 60 countries indicate that the bus is just beginning to come into its own and the expectation of a proportionately greater expansion during the next few years is justified.

The accompanying map and chart shows the approximate number of buses in all countries for which official registra-

tions or sufficient data upon which to base an estimate are available. It is estimated that there will be 100,000 buses in operation in countries other than the United States, on January 1, 1926.

Bus Registration Lacks Uniformity

As an example of the difficulties encountered in obtaining accurate bus statistics, the various systems of registration in the United States are cited. There is practically no uniformity among states as to the classification of buses in registration systems. In the majority of states, buses are included under either passenger cars or trucks while in others, buses come under the classification, "taxicabs, buses and cars for hire." In foreign countries the difficulty is intensified by the absence in some countries of any nationally centralized system of registration.

The 60,000 figure shown on the map for the United States, as of January 1,

1925, is an estimate of one of the National associations which encountered an obstacle to accuracy in arriving at an approximation in that domestic buses are often made up of bus bodies on standard truck chassis and consequently manufacturers themselves do not know to what use their products are put. This same condition is true to a greater extent in foreign shipments. It may be safely said that the majority of buses abroad are converted trucks or even passenger car chassis. It should be taken into consideration that the figures on the combined map and chart include units using passenger car and special bus chassis upon which bus bodies are mounted and are not inclusive of ordinary passenger cars or freight carrying trucks used on established routes. In future surveys efforts will be made to collect data which will permit tracing the growth and trend taken in bus transportation development. The World Census for January 1, 1926, now being compiled, is the first one in which an attempt has been made to obtain separate statistics of the buses in circulation throughout the world.

Governments and Public Favorably Inclined Toward Buses

In general bus transportation is not restricted by government authorities and in many countries it is encouraged, as in Italy and French Morocco where private lines receive subsidies. In the former country as in many others, permits are not granted for the operation of lines which will compete with urban or inter-urban railways. Subsidies to bus operating companies in the form of mail contracts are granted in the Philippines, Switzerland and Spain. In the two latter countries domestic manufactured buses must be used in order to obtain these contracts.

Bus taxation is a consequential source of government revenue in some countries; in one, buses are encouraged to increase the government's revenue, and in another an excessive tax amounting to about \$300 per annum is levied on each bus to discourage competition with government-owned railways.

First bus line in China was started in 1917.

Accurate bus statistics difficult to obtain because of various systems of registration.

60,000 buses in the United States as of January 1, 1925.

100,000 buses in operation in countries other than the United States as of January 1, 1926.

Foreign road building programs will greatly increase bus use.

American built buses generally the most popular.

The middle class in practically all countries from which reports were received are unanimously in favor of this new and in many cases less expensive means of travel. The manner in which buses are operated or the class of native patronage determines to a large degree the success or failure of bus transportation in each country. In Peru the carelessness of bus drivers reacts in favor of the railway and tram-lines; in some other countries bus transport is naturally taken up by natives who favor it over other forms of travel, not only because of possibly lower fares and the greater convenience but also because of the novelty of riding in a modern motor vehicle.

Private versus Company and Government Operated Lines

The tendency for companies and city and state government individually operated lines to take over or compete with individually operated-lines is noted in a large majority of the reports received. Almost invariably the first buses in a country are privately owned. After a period of successful operation, either amalgamations are effected or capital becomes interested to the extent of inaugurating competing services, which are in most cases a great improvement over the lines whose extension and refinement are limited by lack of capital. Municipal and state authorities are operating an increasing number of buses as feeders to municipal and state-owned tram and railway lines. These, as well as the larger operating companies should be looked to as likely prospective purchasers of buses of the better type. In countries such as Austria, where there is need for a network of bus lines to supplement the inadequate railway facilities, state governments offer a good outlet, although the market is supplied by domestic as well as German, Swiss and Italian manufacturers, the last three on account of their proximity. The government of Czechoslovakia owns the more important lines in that country and it is endeavoring to encourage bus use in order to eliminate the necessity of greater capital investment in railroads.

In the Latin American, African and Far Eastern countries buses are generally operated by small operators, but the tendency towards larger operating companies is evident. This same period of transition is general throughout the world. Bus transportation development in the United States may be studied as a criteria of the operation and control which is gradually coming into effect in foreign countries.

New Lines Hindered by Lack of Roads and Poor Condition of City Streets

The principal deterrent to the establishment of new lines is the lack of suitable cross-country roads. Also the poor condition of city streets and in European countries the narrow winding streets, hinder the establishment of lines to supplement those already operating. The

former condition is particularly true of Latin American countries and in those where there has been road building and improvement, bus transportation has increased in proportion. The deterioration of city streets naturally has an unfavorable effect on bus use, noticeable in the cities of Greece, Czechoslovakia and Rumania. As economic conditions make possible the improvement of streets there will be a decided gain in bus sales, as in many countries there is a great need for additional urban passenger traffic facilities.

Demand for Special Chassis Increasing

The transitory trend from individual operation to that of organized control is similar to, although less extensive than, the graduation from standard truck and passenger car chassis to special bus chassis. The general preference in European markets is for light truck chassis, but there is no reason why the advantages which enable these to compete successfully with domestic chassis, should not apply to the special chassis intended for mass passenger transportation. The crooked, narrow streets in Europe mentioned before, prohibit the use of long or extra wide vehicles, which is an inhibiting factor in some localities against the use of American types. In Switzerland, where bus traffic is extensive, locally made vehicles which are adapted to the road conditions peculiar to the country, have practically a monopoly. This condition is further fostered by government contracts awarded to lines with Swiss equipment.

Almost every market has a different need in respect to specification and type and restrictions such as those now pend-

ing in the United Kingdom should be carefully considered by bus manufacturers in this country.

Body Building Facilities Exist in Almost All Markets

There are practically no bus markets in which bus bodies are not manufactured. Often the bodies are very crude affairs which naturally lend themselves to easy fabrication by hand. The attitude of the Mexican public in their opposition to the present type of buses in use may be taken as an indication of the general need for more comfortable bodies, especially on long cross country routes. In most markets the cost of American bodies prevents their importation and American "de luxe" types are considered too luxurious. Utilitarian American bodies, at low prices, should find an ever increasing market in spite of the competition offered by foreign body makers. Here again, the preference as to size, seating capacity, etc., is not standardized and each market has its own peculiar requirements. However, a leaning toward buses of larger capacity is noticed.

American buses both complete and those built around American chassis, are looked upon as the last word in bus construction. Their popularity is comparable with that of other American automotive products and in countries where restrictions against their importation are not in effect they are seen in larger numbers than any competing foreign makes. The outlook is very encouraging for the future development of this modern means of transportation, which so vitally affects the countries taking cognizance of its advantages.

General Sets \$25,000,000 as 1926 Sales Goal

"Nineteen Twenty-Five has been very good to us, and Nineteen Twenty-Six looks even better," says Wm. O'Neil, president of the General Tire & Rubber Co., in response to a request for a statement on business prospects for the new year. "For the first six months, at least, business is sure to be stronger than at any time since the boom of a few years ago. Our own faith in the future is proved by the fact that we are equipped and ready to go after \$25,000,000 sales. That will mean a growth of practically 50 per cent in our business."

Stewart-Warner Heater—Correction

In the December 15, 1925, Commercial Car Journal, the new rail type heater, developed and marketed by the Stewart-Warner Company was specified as being the product of the Bassick Manufacturing Company. To correct any false impressions that may have been created by this article, the description is repeated.

The new rail-type heater manufactured and marketed by the Stewart-Warner

Company is built in three models. It is designed for easy and efficient installation on vehicles of all types and sizes. The heating unit is installed above the floor utilizing all the heat. When the valve, which is controlled from the instrument board, is closed, heat cannot, it is stated, pass through the heater. Likewise, the valve may be open to any degree, applying heat in any quantity desired.

The heating element is of drawn steel which heats up quickly. All seams are electrically welded and are carefully tested for leaks, under water, at high air pressure.

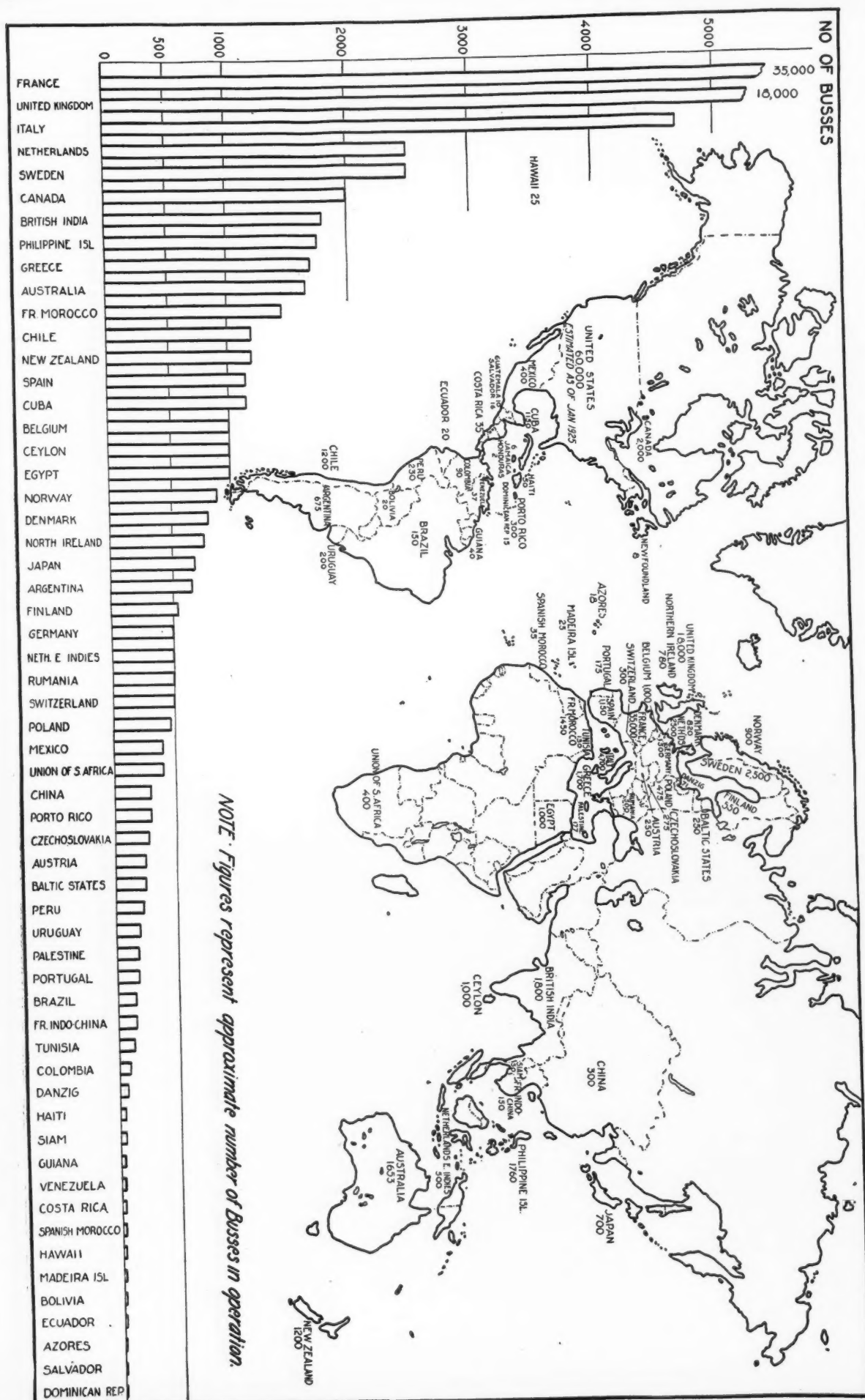
The valve is gas-tight and the fit is such that it cannot jar loose. Prices are 26 in., \$16.50 east, \$18.00 west; 22 in., \$16.00 east, \$17.50 west; Ford model \$15.00 east, \$16.50 west.

Kelly Truck Sale Confirmed

Sale of the Kelly-Springfield Motor Truck Co., to the American Bus and Truck Co., a Delaware Corp., was confirmed last week when final entry was filed in the common pleas court at Springfield, Ohio. The sale was conducted by P. A. Lewis, receiver, at the order of the court.

BUSES IN USE THROUGHOUT THE WORLD

1925 Estimate by the Automotive Division, Department of Commerce



Are You Prepared to Maintain the Government's Military Trucks?

*40,000 trucks, passenger cars and motorcycles will be dependent for service upon commercial repair shops after June—
Shops using flat rate system will have advantage*

WASHINGTON, D. C. (By Special Correspondent)—The three major automobile repair shops of the army will be discontinued by the War Department effective June 30th, 1926, and the maintenance of the government's 40,000 military trucks motorcycles and passenger cars will be turned over to commercial repair shops, according to an announcement just made by the Secretary of War.

The army shops affected by the order are located at Camp Holabird, (Baltimore), Maryland; Camp Normoyle, (San Antonio), Texas; and Ft. Mason, (San Francisco), California. These plants were built and equipped during the war to take care of the overhaul

and major repair work of the army's military vehicles. The cost of constructing and equipping the Holabird and Normoyle shops was considerably more than \$1,000,000 each. The capacity of these shops, operating as a rebuilding plant, is approximately 25 vehicles each per day.

When operating at full capacity, the army plants were the largest automobile repair shops in the world. None of the other armies engaged in the World War had near so elaborate plants behind their motor transportation.

But the peace time demands for motor repairs have been considered out of keeping with the capacity of the big war time plants, and the order closing them has been ex-

pected for some time. The army shops have been operating less than one-third capacity for the last five years. The overhead has been enormous and, while the operating personnel has consisted almost entirely of army officers and enlisted men whose training has had considerable military value, the output of vehicles and assemblies has not, in the eyes of the present administration, justified the huge appropriations of funds required.

With the abolishing of Camp Holabird with its inspection and engineering activities, the procurement of supplies for the army's great fleets of motor trucks, cars and motorcycles will be decentralized. The large sums appropriated



Airplane view of army's million dollar motor repair shop and warehouses at Camp Normoyle, Texas which are to be junked in favor of commercial repair work

by Congress for the upkeep of military vehicles will now be distributed to Quartermaster activities throughout the country and the procurement of supplies and services in the maintenance of these vehicles will become a local proposition.

In the absence of facilities for testing spare parts and supplies, the purchasing agents in the field must resort to the common commercial practice of buying only standard advertised brands. The

army has in operation. Fifty per cent of the present military vehicles are now obsolete from a commercial standpoint, they say, and even the factories that produced the vehicles are having difficulty in furnishing the component parts to fit old model assemblies.

Commercial repair men answer this with the information that the repair of old model vehicles represents the bulk of their work, and that the well equipped repair shop today knows how to take care of

changes in parts design either by intelligent substitution or by manufacture of the parts needed.

Another question asked by the opponents of the commercial shop idea is: "What is to become of the enormous stocks of parts and materials that are now at the army motor supply depots, in anticipation of the needs of the army repair shops?" The answer to this is that some arrangement will undoubtedly be made whereby the

(Continued on page 27)

Commercial Repair Shops Entirely Satisfactory

Efforts made by the army to have the Post Office Department turn over the maintenance of its vehicles to army shops, it being proposed to accept this work on a flat rate basis, were not successful as those in charge of the mail fleets were entirely satisfied with the service they were getting from the commercial repair shops.

The Department of Agriculture that has taken over thousands of surplus vehicles from the army since the war and distributed them to the various states for road construction, also turned a deaf ear to the suggestion that they enter into an agreement with the army shops for their repair work. The policy of the Department of Agriculture it to maintain its own field repair shops for the administering of "preventative medicine," but to send its major repair work to commercial garages in the locality where the vehicles are operating.

The army shops felt that to draw in the vehicle repair work of the other large government transportation users would increase the volume of their production and justify the maintaining of the big war-time repair activities. They felt that for the Quartermaster Corps to maintain its overhaul and reconstruction shops in time of peace meant preparedness in time of war, for, in the event of hostilities, the army shops would have their full complement of mechanics and equipment available.

This theory, though sound from a military standpoint, was not looked upon with favor by the present administration which has declared itself for economy from the tax payers standpoint. Motor transport officers who have opposed the plan to close the army shops have pointed out that commercial garages today are not equipped to take care of the repair of such old model vehicles as the

WHILE the plan to abandon the army's motor overhaul and reconstruction shops and turn over the maintenance of its military vehicles to commercial repair shops, becomes effective June 30th, 1926, the details have not been worked out as yet by the War Department. Commercial repair shops, however, will find the following pointers of value in preparing for this new business:

1. Government funds are allotted for specific purposes which will require costs of jobs to be quoted in advance before work is authorized performed. Shops that have not adopted flat rate systems will be at a disadvantage.

2. Government vehicles and assemblies sent to shops will be accompanied by "Mechanical Inspection Reports," prepared by army inspectors. These reports list all shortages on the vehicle as compared with standard government equipment, as well as a complete diagnosis of the repairs to be made. Repair shops should secure copies of these inspections, report forms and equipment lists from the nearest Quartermaster and familiarize themselves with them.

3. Army "red tape" is wound tightly around property accountability. The following motor vehicle parts are non-expendable and must be strictly accounted for by the army even though unserviceable, and commercial shops must make arrangements to safeguard this material when taken off army jobs:

Assemblies:	Hoist, body, dump
Axle, front	Horn
Axle, rear	Hub odometer
Clutch	Magneto
Engine	Paulinsk, canvas
Frame	Points, platinum
Gear, steering	Pump, air, power
Transmission	driven
Acetylene Generator Outfit:	Radiator
Battery	Seat and dash
Body	Shock absorbers
Cab, truck	Spark plugs
Carburetor	Speedometer
Clock	Starting motor
Coil ignition	Switch, ignition
Crankcase	Switch, starting
Crankshaft	Tank, fuel
Cylinder block	Tank, vacuum
Distributor	Tires and tubes
Gauge, fuel	Tire carrier
Gauge, oil pressure	Tools
Generator, electric	Top
	Windshield

4. All army operating units have their own repair sections for the ad-

ministering of "preventative medicine" and most of the jobs that will go to commercial shops will be assemblies in need of major repairs. It is not thought that very many complete vehicles will be sent to commercial shops, as this involves considerable transportation expense, but that the vehicles will be repaired by the exchange of complete unit assemblies.

5. In view of the large stocks of motor repair parts in the army depots it is likely that considerable material will be furnished the commercial shops by the army and that the cost of labor only will figure in the initial transactions. The army depots have practically no complete motors, clutches, or other major assemblies in stock due to the policy not to tie up components parts but to assemble units in the army overhaul shops as needed. The abandonment of these large shops will throw these assembly jobs to the commercial shops.

6. Perpetual shortage of army motor funds and the fact that the army has no reserve stock of assemblies will prevent the accumulation of repair work by the army with the view of letting large contracts. Units will undoubtedly be sent direct to the shops as they need repairs and contracts will be let for individual jobs. The best equipped shops in each locality will probably be the ones that will get the first army jobs, but the fact that the army's transportation is scattered over a large area will make the proximity of the repair shop to the vehicles at the time they need repairs a major consideration.

7. The Quartermaster Corps pays its bills promptly, the policy being to take advantage of all discounts. Motor convoys operating in the field are accompanied by agent finance officers who have funds for the prompt payment of all repair bills.

The Alert Dealer Makes Another Sale

By James W. Cottrell

THE bus as a publicity agent again proves itself as a powerful medium. Thousands of people were familiarized with the natural and developed attractions of a seashore resort. The bus in question contained a photographic publicity exhibit and was used during the past season by the Ocean City, N. J., Chamber of Commerce to transmit a message concerning this seashore resort to the people rather than waiting for the people to come to the resort.

Several very successful trips were made by the bus. Cities within two or three hundred miles of Ocean City were visited. One of the trips lasted thirty-one days and covered 1,495 miles. The results of the trips, while hard to estimate exactly, were very satisfactory.

Excellent Publicity

"The bus is a novel and excellent way of advertising, as it carries a picture which impresses itself upon the eye and mind of those who see it," is the expression of Mr. Charles E. Collard who had charge of the bus on its trips.

"The bus, a White 52 A, with a Bender DeLuxe Body, was purchased and the trips financed entirely by the Chamber of Commerce. And it was used only for publicity work. No passengers."

In all thirty-one days were spent on the road, on the longest trip; stops were made at Norristown, Pottstown, Reading, Lancaster, York, Gettysburg, Chambersburg, Lebanon, Harrisburg, Carlisle, Waynesboro, Greenburg, Washington Uniontown, Johnstown, and Pittsburgh in Pennsylvania. Hagerstown, Cumberland, Frederick, Baltimore and Annapolis, in Maryland, Martinsburg, West Virginia; Winchester, Virginia, and Washington, D. C.

Upon entering a city a call was made upon the Mayor and Chief of Police to explain the purpose of the visit and to secure permission to park the bus at some prominent spot in the city.

The public was invited to inspect the bus, and to view the photographic exhibit inside. The photos were mounted along the top of the body just above the windows. All seats except two in the rear were removed. Enlarged views were placed along the sides under the windows. Two boxes filled with beach sand gave color to the exhibit. These boxes were six feet long, three feet wide and twelve inches deep. Photos of bathing girls, mounted on thin board and cut out, were placed in the sand.

Two persons familiar with Ocean City were members of the crew. They explained and answered questions. No hotel rates were quoted but post cards addressed to the Chamber of Commerce

at Ocean City were prepared. When rates were requested, a card was sent to the Chamber of Commerce which in turn notified the hotels and the hotels replied direct.

Fifteen thousand pieces of literature were distributed upon request. It was impossible to keep a record of the number of persons visiting the bus.

On the 1,495 miles covered, 8 6/10 miles per gal. was the average gas consumption and 500 miles to a gallon of oil. The total cost for the 31 days was \$1,013.30 which included wages for two, hotel and meals, gas, oil, storage and \$50.90 for relining brakes.

Ocean City is making a special appeal to families wishing to spend a vacation at the seashore. "Leading Family Seashore Resort" is prominently displayed on the side of the bus. The building up of family good-will, which is one of the objects of the Chamber of Commerce of Ocean City, has been advanced by the personal touch made possible by the bus, its exhibit, and the representatives travelling with it.

Florida Prompted the Idea

A trip to Florida, visiting all of the principal cities is now being planned.

There is a curious relationship in the proposed trip of the bus to Florida because it was a trip to Florida by several members of the Chamber that, indirectly, resulted in the purchase of the bus.

On their return from Florida these men were talking one day of the wonderful development of this southern State

and of the time and money being expended in advertising and publicity by real estate men, chambers of commerce, and municipalities. Loyal to Ocean City and thinking of its advantages as a summer seashore resort, one of them said, "It is too bad that we cannot do something like that to advertise Ocean City."

"You can do something to advertise Ocean City."

They all gave attention to the man speaking. He outlined the plan of mounting an exhibit inside a bus body and taking the bus around the country as a live and personal invitation to people to visit Ocean City. A special meeting of the Chamber of Commerce was called and the cost of buying and running the bus was soon underwritten by the business men of the city.

A Dealer Conceived the Idea

The man who sold the Chamber of Commerce on the bus exhibit idea was a truck dealer, Mr. Paul Royal, of Royal Bros., Atlantic City, N. J.

The value of the bus as a publicity agent was shown before the bus was delivered. Mr. Royal drove in from the factory with the body mounted on it. It attracted much attention.

At one stop overnight the hotel proprietor detailed a man to guard the bus which was left outside his hotel all night and the next morning made no charge for the room occupied by Mr. Royal, saying that the attention the bus had attracted had repaid him amply.

The bus owned by the Ocean City Chamber of Commerce has attracted much favorable attention to that resort. It has been in use less than a year and will accomplish much more in the next year or two.

It would seem that buses can perform other service than the usual one of transporting passengers.



Ocean City was sold on a publicity campaign and bought a bus



The House of a

By H. Lionel

And so things dragged on until DeLairbee could stand it no longer. One dark, dirty night he dragged forth the mercenary Lotta, and tied a four-inch lathe about her neck. With a triumphant gleam in his optics he gazed for a second into her bloodshot orbs and cast her into the dark damp Missouri, whose fragrant mud suffocated her to death.

Leaping and gamboling in his newfound freedom, DeLairbee retraced his steps and presently came upon his brother seated upon a rock, his chin resting on his spats. "What-ho brother," he cried in his best lyrical style, "why the thus pensive brow?"

"Aw, shut up," returned DeLairbee, dropping his eyebrows further over his nose, "who wantsta know anyway?"

Brother Urges Brother

BUT DeLairbee had no need to inquire further—he knew. And so was enacted the sorrowful spectacle of brother urging brother to mutiny, mayhem, and bloody murder.

"No, no," cried DeLairay, "I cannot, What would Poppa say?"

"Let's ask him," suggested the ever-practical emancipated one, and so they

ONCE upon a time there lived an ancient gaffer yclept Teruk Makeh who was greatly respected by the villagers in the hamlet of Biz Woild.

Now this old rake was possessed of two fine upstanding young sons, one rejoicing in the cognomen of De Lairay, and the other in the apt appellation of De Lairbee. With a high heart their old paternal ancestor watched them grow in stature year by year, becoming more and more sufficient unto themselves as time went by.

But with the changing times the fortunes of old Makeh's house began to decline, and he grew sore disturbed, casting about him for some means of repelling the dreaded visit of the well-known wolf.

Liz, Daughter of Old Price

NOW in this village there also dwelt a beauteous maiden, Liz, the youngest (some said) daughter of old Price. With many another stalwart youth, the sons of Makeh were both consumed with a secret desire to possess this glorious creature in wedlock, for be it whispered she was rumored to be possessed of great wealth. Alas she was also very proud and the brothers feared to put their fate to the test.

Then came old Teruk Makeh unto his sons, saying unto them thuswise "Fellas, we gotta get some dough into the family war chest. Guess one of you's gotta marry rich and p. d. q. or the old home's bust wide."

Then were the two gallant lads sore downcast, as who would not be. They knitted their brows and plaited their fringes, all to no purpose. Then, "Oy gevalt" vociferated the younger, "I got it." "Explicate!" commanded his brother.

"Well, here's the idee," laughed the wee bit brither, standing on one leg and

biting his toes, "maybe ya noticed how pop's been getting nuts over that fat wench Evvy Sayles, yes? no?. Well, I guess she'd take him on—she's only been stalling on account of thinking she might have a chance at you or even me."

"Shucks," muttered De Lairay, scratching his scapula, "Let's you and me get spliced too and make a job of it. What about you and Lotta Diss? I wouldn't mind putting up with fat Al. Owants for a sight of her bankroll. Howzat?"

And so it came about that the nuptials of Lotta Diss and fat Al. Owants, two reputedly wealthy females whose appearance was (such as it was) such that few could distinguish one from the other, seemed on a fair way to accomplishment.

Soon the whole village (both of them) turned out to see De Lairay led into bondage by the triumphant Al. Owants. De Lairbee, however, with true Scottish caution—his mother was a Cohen—proceeded at a slower pace for he early suspected that the famous fortune of his bride-to-be was largely mythical.

Evvy Sayles Was Fickle

AND so the fortunes of the Clan Makeh seemed on a fair way to be revived, but dark days were yet ahead. Old Dad Teruk Makeh got his winsome Evvy Sayles, although he feared she would desert him at any moment. Soon it was to become evident who was the dusky individual secreted in the heap of kindling. Poor DeLairay, tied to his exceedingly extravagant and multiparous female, still known in the village as Fat Al. Owants, took more out of his pocket than he put in. De Lairbee too had lost all craving for excitement—his wild flirtations with Lotta Diss were alternated with periods of acute depression centered in his innermost wallet.



—“She's sneaking stuff outta the pantry as would be mighty fine medicine for Ned Brovids”

Divided Fable

Williams

adjourned to the domicile of the ancient.

Old Teruk Makeh listened to their tale of woe with a wicked twinkle in his eye.

"DeLairay," he said when they had exhausted their vocal organs, "you can come and live with me. That will be economical anyway," then, turning to the other, "DeLairbee, I ain't got no use for you—a fella as would rub a lady's nose in the dirt."

Wins Lovely Liz Price

SO De Lairbee, full of sorrow and prunella, went straight away and proposed to the lovely Liz Price, and how joyfully he was accepted! "It will be pretty tough sledding at first," he had told her, "but when we get going . . .!"

Poor DeLairay, all his independence gone, took up his abode with fat Al. in his father's house, and became his slave. "Now," declared old Makeh, "my own bambino can rest up a bit and Al. can do the work." And so it was, and Evvy Sayles grew heavier each day. Now Evvy had a son, whom she called Ned Brovids, from the Arabic. This child was the apple of his father's eye and



So De Lairbee, full of sorrow and prunella, went straight away and proposed to the lovely Liz Price

everything was planned for his well-being. To the horror of the fond and doting parents the minute Al. Owants came into the house the child began to pine away. Unfortunately they did not think at first that it was anything more serious than a temporary indisposition, and so the poor child got quite thin before they decided something must be done.

"It's that Al. Owants," cried the old gaffer banging his stein on the table in his rage, "she's not doing enough work in this house." "Perhaps," suggested his wife, "it's the ghost of Lotta Diss that's haunting him."

And Ned Got Sicker

SO the miserable Al. was made to work harder than ever, and the sad part of it was that the harder she worked the sicker the child became. The father flung himself out of the house in a frenzy of despair. On and on he ran, in the gathering gloom, jumping in the air occasionally from excess of emotion. At length he fell exhausted by the wayside. To his annoyance he had chosen to fall on a cactus, so after a few more leaps and ejaculations he subsided to the ground and subsiding, slept.

He was still there when his prodigal son passed by on his homeward way. DeLairbee wakened his father, for night was coming on apace, and after some persuasion and sampling the stuff, the old man agreed to spend the few hours before dawn at his son's cabin.

Once there, DeLairbee's job was easy.

Under the soothing influence of a good cigar and a glass of warm milk the old man became amenable to reason. "Now I'll tell you what's wrong with Ned Brovids," said DeLairbee, "it's just that you've got the wrong sort of women around him. Father, the only person in this here or any other place to take care of that child is Liz Price, although I'm saying it as shouldn't. You're letting Evvy Sayles kid you that because she's big and healthy the kid's bound to be the same, which same is the bunk. Then just because fat Al. Owants is able to help Evvy along you keep her in tow, not realizing that she's sneaking stuff outta the pantry as would be mighty fine medicine for Ned Brovids. Go to, old cheese."

Nothing Like Independence

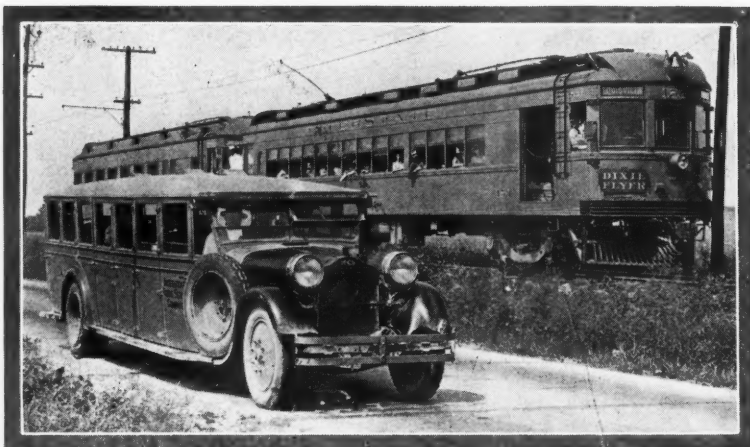
"MY boy," mumbled the old gaffer, coming to with a start, "blest if I don't thing you're right. First off I'm mopping up fat Al. and making DeLairay stand on his own pins. Then I be durned if I don't ask your Liz Price to come and take a hand with Ned, and Sayles can take care of herself for a while."

"Gee, mine fader," gurgled DeLairbee, thumping the old man in the ribs, "there's nothing like independence—you look after your job, and let me and DeLairay look after ourn, and bigosh we'll make the fur fly in the old town."

And so it was, and they lived happily ever after.

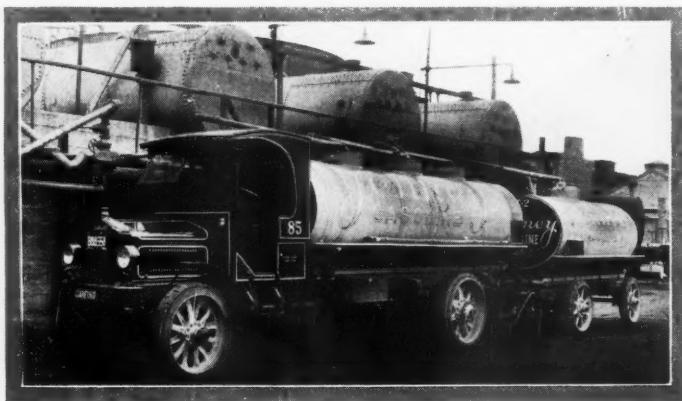
There is no moral to this story.





At the option of the patron

One of the twelve White buses operated by the Interstate Public Service Company as a deluxe service supplementing its electric railway service between Indianapolis and Louisville.



Left: Trucks are indispensable in oil distribution

This outfit consists of a truck and trailer. It is in the service of the Jenney Manufacturing Co., Boston, Mass. The truck is a Garford Model 68D.



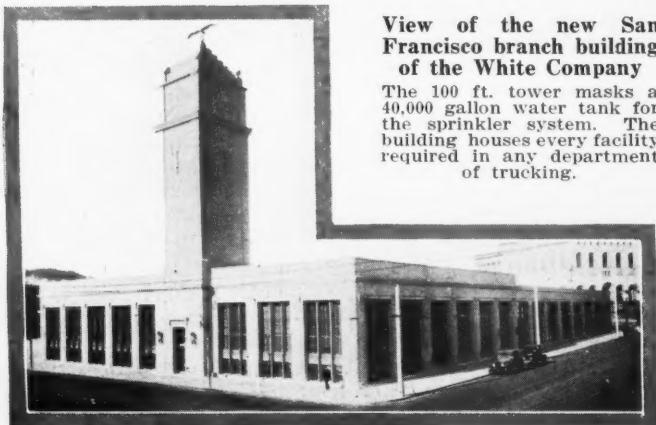
Above: Making practical a catalogue on wheels

This is the way the Ohio Brass Company, Mansfield, Ohio, exhibits its brass products. The body which is mounted on a White Model 51 is fitted with three panels which open downward, revealing an orderly and attractive assortment of samples.



How Philadelphia gathers its rubbish

The body which is mounted on an Auto-car chassis is 15 ft. x 6½ ft. x 29 in. high and has a capacity of 8 yds. The interior is lined with steel. Racks are detachable on both sides and the rear is constructed with double doors. The semi-open cab is all steel construction. A hydraulic hoist is provided. This job was designed and built by Fitz Gibbon & Crisp, Inc., Trenton, N. J.



View of the new San Francisco branch building of the White Company

The 100 ft. tower masks a 40,000 gallon water tank for the sprinkler system. The building houses every facility required in any department of trucking.



A corner of the unit repair department in the new White building

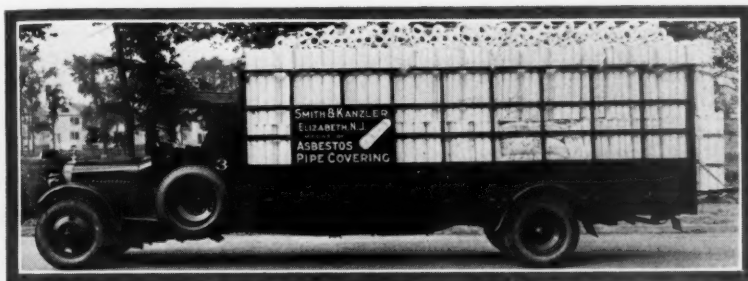
Pictorial News Review

Showing Automotive Progress, Achievement and Tendency



Don't take a chance. Look and then leap

Drivers of heavy trucks should closely examine all bridges of doubtful solidity before attempting to cross



Sometimes the delivery problem is one of bulk

This was the problem of the Smith & Kanzler Co., manufacturer of asbestos products, Elizabeth, N. J. Speed and the handling of bulk material was the problem. It was solved by a 20 x 8 ft. rack body mounted on a Mack bus chassis.



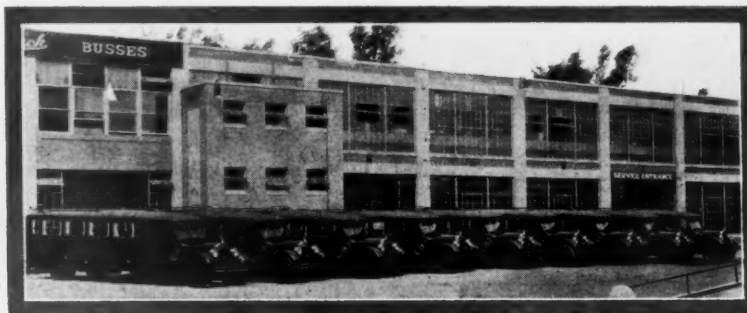
Right: Six Wheelers in contract service

Moreland six wheelers are not only used in bus service but in varied services. This particular 6-wheel, 10-ton dual-drive truck is used in excavating work.



Renovated to shelter the bus

This building which was once a two-stall engine house now shelters buses operated by the B. & M. Transportation Company, auxiliary of the Boston & Maine Railway, Ashburnham, Mass.

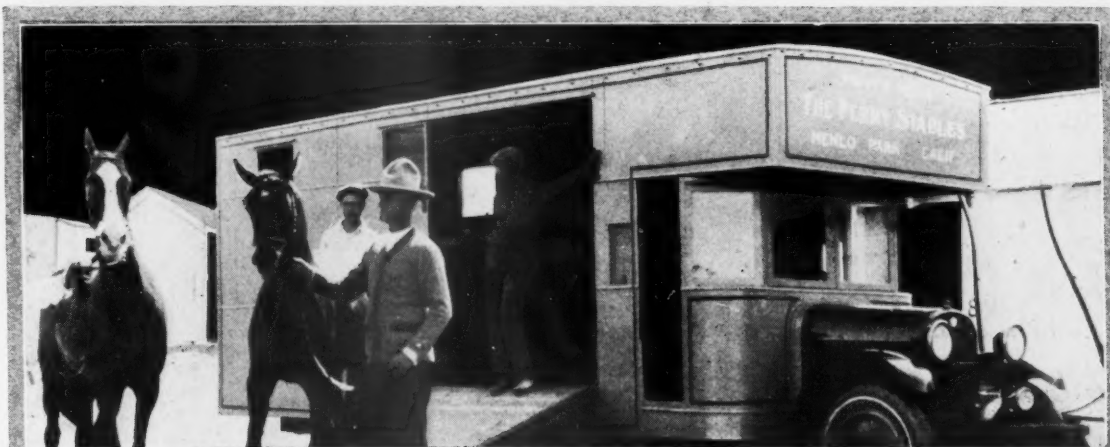


New England is furnished with parlor car service

The illustration shows nine of a fleet of twelve Mack buses operated by the New England Transportation Company. The buses seat 25 passengers and are equipped for comfort.

Right: Even horses travel in style

These horses are prize winners in California stock raising circles ready to set out for the Ventura Fair. The car was built especially for carrying horses. It is mounted on a standard Reo bus chassis and accommodates six horses comfortably.



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Florida's Biggest Dairy and Ice Cream Business Uses Electrics

THE Southern Dairies organization with headquarters in Washington, D. C., realized that the bulk of Florida's present tremendous population originated in the north, and, consequently took a well developed taste for ice cream to this state, in addition to the every day demand for milk, cream and dairy products. Regardless of what activity creates a boom, people must eat, and ice cream is just as much a food today as milk and cream.

Following their policy of being first to dominate these businesses in the Southeastern portion of the country, they made a very careful survey and planned their initial installations for Miami and West Palm Beach. Plans were immediately drawn for a new plant to better care for the tremendous demand for their products in Miami. These investments running well up into the millions.

As one of the vital costs of both the ice cream and dairy business is occasioned by delivery, the choice of delivery equipment was given very thorough, comprehensive investigation. As the Southern Dairies is 100 per cent satisfied with the tremendous future possibilities covering development of the Southeastern territory, first cost of this delivery equipment was of little consequence as compared to ultimate cost. This

theory applied all the way from motors and boilers in their engine rooms through milk and ice cream machinery in their plant to their delivery vehicles on the street.

Disregarding this and valuing only the utmost sanitation, economy of operation

and appearance they chose the C-T unit drive, no differential, electric truck.

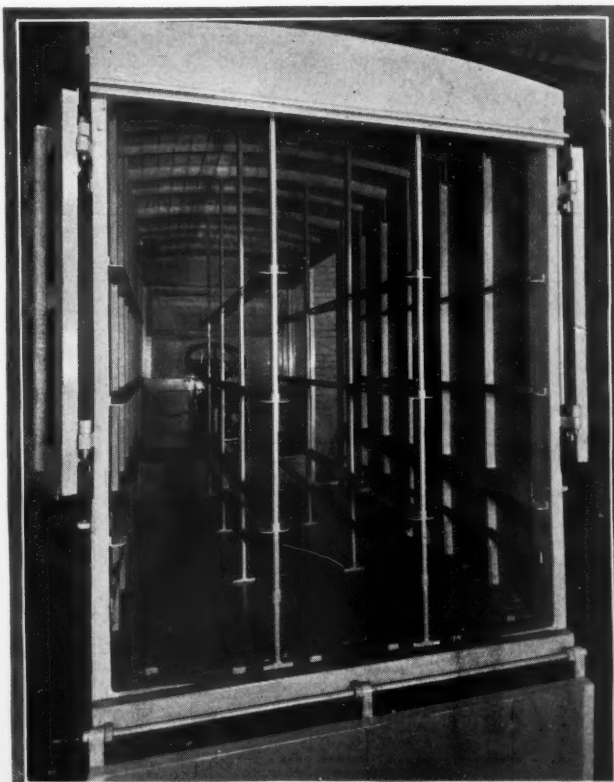
Southern Dairies have already standardized on C-T Electrics as distributed and serviced by Sterrett & Company with headquarters in Washington, D. C. They have been using several fleets on ice cream delivery at various plants during the past two years.

Their initial order called for thirty-eight trucks. Thirty for service in the new Miami plant which represents an investment of approximately \$500,000, and eight as the initial installation at the Palm Beach Creamery plant absorbed by Southern Dairies.

In Miami, four 3½-ton, 2 motor drive C-T Electric equipped with specially designed Baird Refrigerator bodies will take care of their initial city ice cream delivery to Frigidaire Electric Cabinets. Electricity is rapidly dominating the matter of all service in the ice cream trade.

The Miami plant will also have six special bodied wholesale milk trucks mounted on Budd coach type wheels and pneumatic tires—duals on the rear, singles on the front. These trucks are for city wholesale milk delivery.

Retail milk delivery in Miami city and nearby territory will be handled by twenty C-T



Special body construction employed in handling retail milk deliveries

The drop frame job shows a standardized unit developed by C-T for handling retail milk distribution. The interior loading racks make all cases easily available for the driver. Note the adaptation of 36 x 6 truck type pneumatic tires for these vehicles to meet the Florida state regulations on truck rates. Also note the adaptation of Budd Coach type disc wheels to electrics particularly with dual rear and single front. This makes a uniform 36 x 6 set up all around.

Electric drop frame milk trucks. These drop frame trucks have been developed as a standardized unit for retail milk distribution throughout the country. The drop frame feature makes it possible for the route man to drive standing up as well as handle bottles while driving and from either side of the truck at a height very slightly above that of the average curbstone. These trucks are also equipped with interior loading racks, making all cases in the load easily available to the driver.

The Palm Beach installation starts with two special bodied ice cream trucks, two wholesale milk trucks and four drop frame retail milk trucks as used in Miami.

This entire installation was handled by Sterrett & Company, a transportation engineering organization handling the C-T Electric as well as the Yellow Truck and Coach accounts and many other propositions designed for particular pieces of work such as the Coleman Four Wheel Drive gas truck and other money and labor saving equipment.

Cleveland Buses on Paying Basis

Motor truck and bus manufacturers who have been watching the development of motor coach operation in the Cleveland district by the Cleveland Railway Company and additions to its transportation service will be interested in the recent report of the bus operations for the first 15 days of December.

The report shows that the people prefer motor coaches to trolley cars, one reason for this being that there are no standees in the buses.

During the first 15 days of December, the business carried 348,943 passengers, with a revenue of \$29,925.19, and more than half of the passengers were carried on the double-deckers which cross the city.

The average income per bus mile was 28.16 cents, which is very close to the cost of operation. Officials said they were confident that in a few more months the income would pass the cost of operation and the buses be put on a permanent paying basis.

Long Says City Traffic Can Learn From Railroads

"Every city needs a traffic director," said John C. Long, secretary of the Traffic Planning and Safety Committee of the National Automobile Chamber of Commerce, speaking before the Society of Engineers of Eastern New York, at Troy, N. Y.

"Municipal authorities can profit by the example of the railroads, which have accomplished remarkable results in accident reduction by study and systemization of their despatching systems. A small city may not be able to afford a full-time man on this job, but in such a case can make the work part of the duty of some official. An advisory board of citizens can assist him. Motor traffic

PRELIMINARY FACTS AND FIGURES of the Automobile Industry for

1925

by

Alfred Reeves, General Manager

NATIONAL AUTOMOBILE CHAMBER OF COMMERCE

PRODUCTION

Cars and trucks	4,325,000
Cars	3,833,000
Trucks	492,000
Percentage increase over 1924	19%
Total wholesale value of cars	\$2,500,000,000
Total wholesale value of trucks	\$500,000,000
Total wholesale value of cars and trucks	\$3,000,000,000
Tire production	55,750,000
Average retail price of truck, 1925	\$1,350
Number of persons employed in motor vehicle and allied lines	3,200,000
Special Federal excise taxes paid to U. S. Government by automobile industry in 1925	\$126,552,000

REGISTRATION

Motor vehicles registered in U. S. (approx.)	20,000,000
Motor cars	17,500,000
Motor trucks	2,500,000
World registration of motor vehicles	24,600,000
Per cent of world registration owned by U. S.	81%
Motor vehicle registration on farms	4,600,000
Motor cars	4,160,000
Motor trucks	440,000
Miles of improved highway	495,000

MOTOR BUS AND MOTOR TRUCK

Buses in use	70,000
Motor buses produced	15,000
Consolidated schools using motor transportation..	11,838
Street railways using motor buses	251
Buses used by street railways	5,000
Buses used by steam railroads	367
Steam railroads using motor buses	20
Railroads using gasoline rail motor coaches on short lines	190
Railroads using motor trucks as part of shipping service	51

has reached such volume in all communities that it requires intelligent study, direction and planning for the future under the authority of a responsible head."

The Chassis Lubricating Company announces that the Six-Wheel Corp., of Philadelphia, has signed a license agreement covering the use of the Myers Magazine Oiling System on its bus and truck chassis.

New International Harvester Branch

The Knoxville, Tenn., branch of the International Harvester Co. announces the recent awarding of contracts for the construction of a new home for the motor truck department at Knoxville, to include a truck service station and sales building for the International Harvester truck line. The new home will be formally occupied next February.

250 Truck Tire Sales a Month

WHY?

Specialized Truck Tire Service

- | | |
|------------------|-----------------------------|
| 1—Speed | 2—Roadside Facilities |
| 3—Complete Stock | 4—Snappy Sales Organization |

TRUCK tire merchandising, to be successful, means more than handing them over the counter to a purchaser. Tires are one of the most abused part of a truck's equipment and one of which the most is expected by the operator, so that the success, or otherwise, of a tire installation depends to a large degree on the knowledge and methods of the service station manager.

Large Field

Solid tire pressing is an operation that none but the largest operating companies attempt, so that there is a large field for this service, which is, strangely enough, not catered to as extensively as it should be. A notable exception to the casual methods of the majority of solid tire service organizations, is encountered in the operations of the Hancock Truck Tire Co., of Nashville, Tenn. Under the direction of its founder, Clifford Han-

cock, this company is selling no less than \$17,000 worth of solid tires each month, in addition to the pneumatic tire business. These results are based solely on service.

Speed in Service

Undoubtedly the biggest factor in truck servicing is speed. Tires must be removed and fitted without loss of time, and facilities must be provided for dealing with roadside breakdowns. Emergency calls are much more frequent than might be expected, due largely to neglect on the part of the truck operators. For this reason one of the most essential pieces of equipment of the Hancock Truck Tire Co. is the $\frac{3}{4}$ -ton White service truck which is fitted with a specially designed swinging hoist. Under the rear end of this truck are fitted a pair of drop-legs to take the weight when a dual solid or a heavy wheel is lifted.

This hoist will lift 4,000 pounds and swing the object lifted 3 feet inside the truck body. Mounted on pneumatic tires the service car can travel quickly to the scene of a breakdown. Under the rear part of the body is a tank holding compressed air at 140 pounds pressure, for use on pneumatic tires. Attractive painting and lettering makes this vehicle an important advertising medium for the owners.

Road Service

When heavy wheels have to be removed by the roadside or away from the station, a mechanic accompanies the driver of the service truck. The wheel is taken off and brought to the service station where a new tire is fitted and the wheel returned to the vehicle. All this service is free, the price of the tire only being charged.

As a solid tire stock valued at \$20,000 is carried there is never any difficulty in supplying the needs of the customers, an important matter since an unsatisfied customer is usually a dissatisfied one.

An interesting innovation is the tire-grooving cutter by means of which traction grooves are cut in tires with worn treads. This tool is somewhat like a pneumatic riveter but carries a chisel tool. Grooves are cut in the solid rubber at an angle as shown in one of the photographs. When one driving wheel has a grooved tire and the other a plain one



Service sells \$17,000 worth of solid tires monthly for the Hancock Truck Tire Co., Nashville, Tenn.

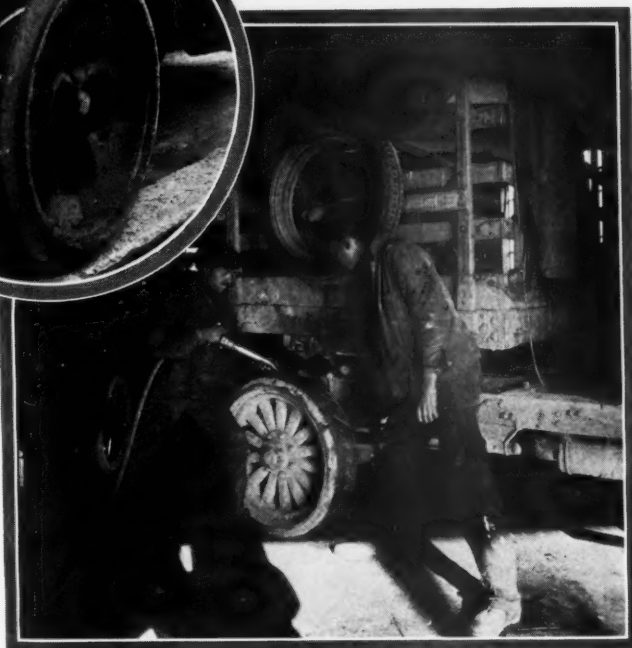
Right: Hancock's service truck is fitted with a specially designed swinging hoist for accommodating any size of tire





Circle: Showing the grooves cut into the tires

Right: The tool used for cutting the grooves is similar to a pneumatic riveter and fitted with a chisel tool



the plain wheel is apt to spin, causing excessive wear or even a skid.

How Business is Secured

Maintaining an average of 250 truck tire sales a month requires constant effort on the part of the three salesmen employed by the Hancock Co., backed up by a certain amount of direct mail advertising. A full list of all truck operators in Nashville is maintained, and these are periodically circularized. A questionnaire card is mailed to those about whom no information is readily available and the replies to these have formed the basis of a very complete and valuable list of trucks and tires in the city.

At the service station premises some very effective window displays have been used. Because the premises are on one of the principal streets of the city this window advertising is considered of value.

In all the advertising attention is called to the 300-ton solid tire press, which is the largest truck tire press in middle Tennessee, pointing out that no tire is too large or too small to be pressed on or off its wheel in the shortest possible time.

Army Repair Shops to be Discontinued

(Continued from page 18)

government will issue these supplies to the commercial shops to apply on the army repair jobs, the shops charging only for labor where all necessary parts are furnished.

It is a well-known fact that while the army's motor depots found themselves with enormous stocks of spare parts and repair materials at the closing of the war, the greater part of these stocks is now obsolete even for the present type of army vehicles. The American army had 216 distinct types of motor vehicles in service during the World War requiring 453,000 different kinds of spare parts to maintain them. This 216 types of vehicles has now been reduced to ten types by the post war standardization of army trucks and cars. The army supply depots, however, still have vast stores of parts for the types that have been discarded by the military.

Major General W. H. Hart, Quartermaster General of the army, on a recent inspection tour, commented forcefully upon the enormous "dead stock" now being carried by army motor depots throughout the country. Orders were issued by him requiring the

depots to declare surplus for disposition all supplies that were not needed for the types of trucks and cars now assigned to army motorized units, and that the stock of parts for the active types be reduced to a three year maximum.

The Quartermaster General also made a survey of tools and machinery both in storage and installed in the army repair shops. Practically all of this machinery was purchased during the war and has now been supplanted in commercial shops by more modern implements.

"In the event of another war, the army would undoubtedly take the field with all new motor equipment, so why should the government hold machinery in storage for repair battalions as a preparedness measure?" he asked.

Major General Fox Conner, head of the supply division of the General Staff of the War Department takes the same view as the Quartermaster General regarding the fallacy of the War Department building up a motor transport reserve in anticipation of war. At a recent conference held in Washington between Corps Area Quartermasters and War Department officials, General Conner said:

"It should be remembered in connected with motor transportation, that motor vehicles that will work are the easiest thing to get in

an emergency that this country produces." General Conner had reference to the enormous size of the automobile industry in the United States which would be available with its men and material for the defense of the country in time of need.

10% of Lumber in 1924 Moved by Truck

Trucks were utilized in the movement of finished lumber, to the extent of handling 10 per cent of the domestic transportation of that commodity manufactured in 1924, according to a survey just completed by the U. S. Census Bureau. The Bureau's figures show that 15.6 per cent was handled by water and 74.4 per cent by rail.

Incidentally, the lumber cut in 1924 was 35,930,986,000 board feet—a decrease of 3.3 per cent under the 1923 production. Of this production 5.7 per cent of the hardwood cut was used in the automobile industry.

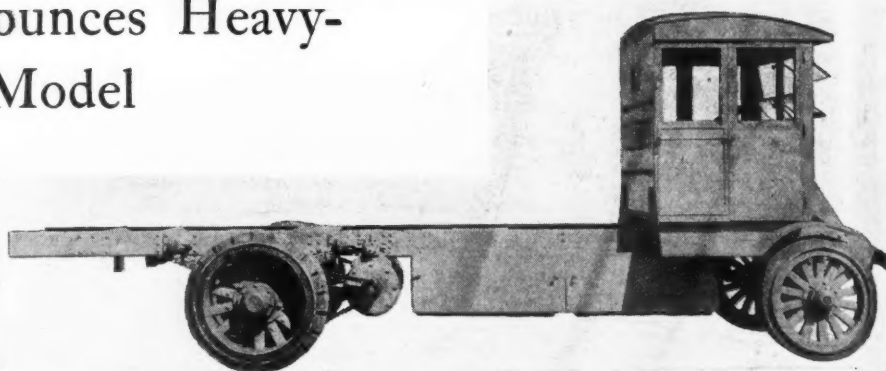
Fourteen new buses of the largest and latest type have been purchased by the Indiana Motor Transit Company, the motor bus subsidiary of the Terre Haute, Indianapolis and Eastern Traction Company, for service between Indianapolis, Terre Haute and Richmond. Five will be assigned to the Terre Haute route; eight to the Richmond route, while one will be utilized between Monrovia and Clayton.

Electruck Announces Heavy-Duty Model

THE Electruck Corporation, 536 W. 46th St., New York City, has recently added a real heavy-duty model to its line. The truck will carry $7\frac{1}{2}$ to 10 ton loads regularly at a normal running speed of from 12 to 14 miles an hour over an operating range of from 55 to 65 miles per day, depending on the local traffic conditions and the size of the battery used.

Among the distinctive features of the design of this truck are the battery layout and the wiring arrangements in connection with that layout; the special drum type controller which is submerged in oil; the centralized control with interlocking speed changes; and the dual drive chain arrangement.

Instead of one battery, this truck is equipped with two small batteries of either the 17 or 19 Exide-Ironclad, or the 27 thin plate type Exide. They are hung in the chassis in separate, removable cradles each of which is lifted into place by one man with a lift truck, and which are then locked into the chassis with two locking bars. These removable cradles are designed so that it is impossible to short circuit the batteries with the chassis and it is only necessary to raise the batteries one inch to withdraw the locking bar and remove them from the chassis. The advantages claimed for this layout are: (1) Easy mounting and removal from chassis, making it possible to change the entire battery equipment in five minutes. (2) Batteries are charged from two separate plugs (one plug per battery) making it possible to charge or boost at twice the rate in garages where charging boards are standard 100 amperes or less capacity. In other



This model Electruck is equipped with two Exide batteries

words, each battery can be boosted at the 100 ampere boost, making a total of 200 amperes per truck, whereas if a single battery were used, it could be boosted only at the standard rate of 100 amperes.

The controller is of optional design. Its working parts are entirely submerged in oil so that it is thoroughly lubricated and arcing is eliminated. The controller is located right behind the motors in the chassis frame so that short cables only are required, reducing voltage drop to a minimum. It is mechanically controlled by pinion and rack connected to the control lever in the cab. This control lever is equipped with a mechanical escapement which makes it impossible for the driver to advance through the various speeds. At the same time, however, the driver is able to throw the control into neutral from any speed instantaneously. This controller is arranged for seven speeds ahead, giving 3 to 20 m.p.h. and three reverse, no resistance being used in any running speed.

The truck should be normally operated in 5th, or running speed. In 6th and 7th speed, each motor receives approximately 176 volts, or in other words, the batteries are in series, doubling the voltage and decreasing the rate. The

last two speeds are for hill climbing only. The advantages gained from actual test with a $7\frac{1}{2}$ ton load on a $10\frac{1}{2}$ per cent grade over a 500 ft. test distance are as follows:

	M.P.H.	Amp.	Time	Voltage
5th speed ..	4.7	750	71.8 sec.	single (88)
7th speed ..	10.3	750	33.	double (176)

Acceleration Test With Full Load

From standstill to 10 m.p.h. in	4 seconds
From standstill to 15 m.p.h. in	5.4 seconds
From standstill to 20 m.p.h. in	14.2 seconds

Two G. E. 1027, 85 volt, 70 ampere, 800 r.p.m. motors, connected to rear wheel by dual drive chains are used. With suitable battery equipment, the new heavy duty Electruck will cover a daily average of 50 miles per charge loaded, 60 miles per charge with diminishing load, and 105 miles per charge empty.

Builds Fabric Bodies for Commercial Cars

The E. J. Thompson Co., of Pittsburgh, Pa., recently completed five fabric bodies for the Select Furniture Corporation, this representing the first attempt by this company to adapt the fabric body construction to commercial car work. It is estimated that the saving based on the area of the body, is approximately 200 pounds.

In this type of body Upson vehicle board is used for a backing for the fabric instead of wire. Upson vehicle board also provides the interior lining for this body.

The color of the Meritas Fabric is fawn gray; the lettering and striping royal blue. In the event of an accident, the fabric body can be quickly and easily repaired. Recently one of the bodies was damaged to the extent that two holes were torn into the large panel. In less than six hours the same body was repaired; mounted on the chassis and delivered.

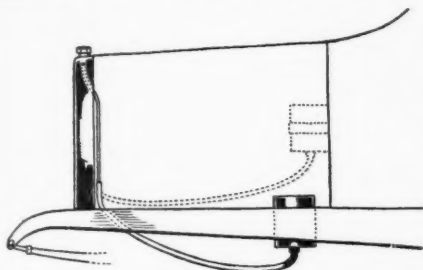
The maker states that not only is there a decided saving in time in making repairs to a fabric body, but also the cost of repairs is very much lower. In this case the repairs job cost \$22 where if the body had been of aluminum the cost of similar repairs would be from \$75 to \$150 and would have required not less than three days, depending upon paint conditions.



The panel arrangement permits quick repairs on this fabric body

Alemite Radiator Condenser

The Bassick Manufacturing Co. Radiator Condenser, a new accessory, prevents solution losses in cooling systems prepared for winter driving. It is attached to the overflow pipe of the radiator,



Installed either on frame or cowl

tor, catching every drop, and fumes, that would otherwise be lost when the circulating system becomes overheated.

The radiator condenser is an enclosed metal container, somewhat similar in appearance to the Alemite Vacuum Tank. Inside the container or shell, there is a collapsible sack of rubber composition, which expands as the vapor or steam from the radiator is drawn into the condenser. Here the liquid cools and condenses, and is held here until such a time as the radiator cools off, at which time the compression spring automatically pushes the liquid back into the radiator.

Since it is claimed nothing is lost from



Cut-away view, showing condenser half-full

the radiator, weakening of winter solution is prevented and the danger of driving with a solution that is not sufficient to protect the radiator and motor jacket from freezing eliminated.

In summer it prevents loss of water from the radiator and assures the owner of always having a supply of water, sufficient to protect his motor.

The retail price is \$5.50, east of the 100th degree meridian and \$6.75 west thereof.

D & B Silent Timing Gears

A feature of silent gears not generally appreciated is that the elimination of noise in the front end of the engine makes the detection of other noises much more easy and certain. For this reason silent gears should appeal to the truck operator as well as the automobile user. D & B silent gears, made by Dalton & Balch, Inc., of Chicago, are designed to eliminate the metal-to-metal contact in all timing gear trains. That is accomplished by replacing one or more of the metal gears with a D & B silent gear. These silent gears are made from layers of cotton duck impregnated with Bakelite gum and solidified under enormous pressure at high temperature.

Six-Wheel Wolfington Parlor Car

A new parlor car body, designed for the Six Wheel Company by Alex. Wolfington & Son, of Philadelphia, is being offered by the Six Wheel Company, Philadelphia, Pa.

The body is designed to seat 29 passengers. Although it is nearly six inches lower than the standard bodies ordinarily built for parlor car service, this body has a total headroom in the center of 69 1/4 in., and about 59 in. headroom over the seats. This is secured by a Monitor type of construction, which is used for the first time in parlor car body design.

The bends for the roof are of wood, steam bent to form, and tied longitudinally the whole length of the body with strips of steel, 1 1/4 in. wide, spaced 14 inches apart. On top of this chicken wire is stretched, then padding, and finally the roof covering. The entire exterior of the roof is covered with slats of oak finished in natural oak. A metal baggage rail surrounds the entire roof.

The ladder, by which access to the roof of the bus is secured, is equipped with folding steps. When down for use, the steps give 7 in. foot rest, and when folded up against the back of the bus the steps occupy only a 2 in. space.

Another special feature is a wooden bumper in the rear of the body anchored to the frame and extending out 7 in. from the end of the body.

The interior of the roof and side panels is covered with a special alligator leather manufactured by the Keratol Company. The seats are wicker, finished in antique ivory and covered with Laidlaw's blue striped sedan cloth.

The floor covering is jasper gray bus flooring made by the Congoleum Company. There are specially designed windows at both sides of the windshield opening outward and protected by movable copper screening. This offers protection for both driver and passengers



Interior and exterior views of the Wolfington Parlor Coach mounted on a six-wheel chassis

from bugs and dust. Spare tires are carried on either side of the cowl forward.

The door opening device is located at the left of the driver, instead of at the right, as in most motorbuses. This puts it in a position where it is entirely out of the way of incoming and outgoing passengers, and makes it more convenient for the driver.

The bus is equipped with a special roll curtain for the driver.

C. C. J. SHOP IDEAS

THESE two pages are primarily designed to help service station repairmen in exacting economies in time, labor and money. Salesmen, however, can also profit by scanning over these practical hints. Familiarity with expeditious and money-saving methods in truck repairs and operation will enable the salesman to talk the language of the average buyer of

today, who is more conversant with the important details of truck operation and maintenance than ever before. A money-saving idea will not only pave the way for intelligent attention on the part of the prospect, but will often result in a sale. The ideas contained herein are not confined to any particular class. Attention will be given wherever merit warrants it.

No. 37—Checking Up Toe-in

On large size pneumatics the actual wheel diameter is small compared to the outside diameter of the tire. It is therefore sometimes difficult to accurately measure the toe-in, especially when the wheel itself, where the measurement is usually taken, is only 24 in.

Here's an easy method: Jack up one front wheel and mark off the center of the tread by revolving the wheels slowly and holding a pencil against it. Use a carpenter's pencil together with a box for supporting the hand. Perform the same operation on the other wheel. Then measure the distance between both lines at the front of the wheel and compare it with the measurement taken at the back of the wheel.

No. 38—Pulling Spring Bolts

Driving out obstinate spring bolts or shackle bolts in an effort to dislodge them invariably results in battered threads. Tight bolts are the usual thing on the larger trucks. The size and weight of the springs make it impossible to relieve all the strain on the bolts and consequently they fit tight all the way out. Besides the rear bolts of the front springs are usually so close to the engine or steering gear that there is but little space to even permit the driving method of removal.

A simple and effective method of removing tight bolts is suggested in the accompanying sketch. It consists of a piece of iron pipe, a washer, and a double-threaded stud. By use of these parts all that is necessary is to remove the grease or oil cup; screw in one end of the stud; place the section of pipe, which is shorter than the stud, over it; mount the washer, which is of larger diameter than the pipe, on the projecting stud; and screw down the nut.

Two notch cuts in the end of the pipe, permitting the holding in of a punch or chisel, will prevent the pipe from turning when screwing on the nut.

No. 39—Extension Handle for Truck Horn

The manually operated horn does not present a problem when mounted on an open cab or truck, but it does not emit a penetrating sound in heavy traffic when mounted inside of a closed cab.

To be effective a hand operated horn should be mounted outside of the cab. This can be accomplished by utilizing an extension rod. First mount the horn itself beneath the cab floor outside of the frame and directly below the driver's seat. Then take a steel rod, remove the top off the push rod of the horn, and replace with the extension rod. The manner of attaching extension to the push rod on the horn is simple and can be determined from the sketch.

When the extension is in place the handle of the horn is just forward of the seat and to the left of the driver's left leg where it is readily accessible.—James W. Cottrell, Hammonton, N. J.

No. 41—Double-End Speed Wrench

A time saver for quick disassembling and assembling is provided by the wrench illustrated, as the one tool fits two sizes.

The wrench is designed with two loose sleeves to act as grips to hold the wrench in place while it is being used. These grips, however, are not absolutely necessary, they merely tend to lessen the friction on the hand. The main idea is to turn down the shank of the wrench small enough to form a shoulder for the grip, yet not enough to weaken the body of the wrench.

No. 40—Removing Broken Cylinder Head Studs

Drill a hole in the center of the broken bolt without going entirely through. A $\frac{1}{4}$ in. hole is about the right size for a $\frac{7}{16}$ in. face of $\frac{1}{2}$ in. depth. The two faces are tapered to a blunt point while the two edges are ground perfectly parallel. Experience has shown that this construction provides a firm grip.

Commercial Car Journal will pay \$1 for each new idea which it accepts, or as much above that amount as the idea is worth. Simply tell us exactly how it is done and send a rough pencil sketch showing clearly the method employed or the device used.

The wrench shown is for the $\frac{5}{16}$ in. S. A. E. nut or cap screw, on one end, and a $\frac{7}{16}$ in. nut or cap screw on the other.—Marshall Compton, Baton Rouge, La.

No. 42—Handy Shellac Bottle

Shellac is a necessary essential in every shop but is never used to any great extent at any one time. As shellac evaporates very rapidly, it is necessary to keep the brush immersed to prevent hardening and at the same time the container must be sealed against the action of air if the shellac is to be kept fluid.

Use an ordinary fruit jar and lid as a container. Cut a slot in the lid to fit the end of the brush to be used. Then drill a hole through the brush handle for the insertion of a stove bolt to prevent the brush from slipping through.

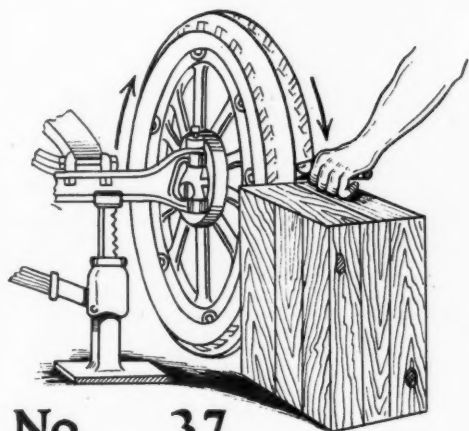
Whenever a shellacing operation is required the brush is withdrawn together with the lid and when through immediately replaced.—R. M. Shelton, Plano, Texas.

No. 43—Converting an Old Drum Into a Waste Can

Old oil drums can be made to serve very satisfactorily as waste cans with comparatively little trouble. Cut off one end and reinforce the lid by means of two flat irons shaped in the manner illustrated. These irons will also serve as a support for one member of a single, ample-sized hinge. The other member is secured to the drum by rivets or bolts. A hasp fastener may also be placed on the opposite side of the lid to fit over a staple bolted or riveted on the barrel.—Orlen J. Chestnut, St. John, Wash.

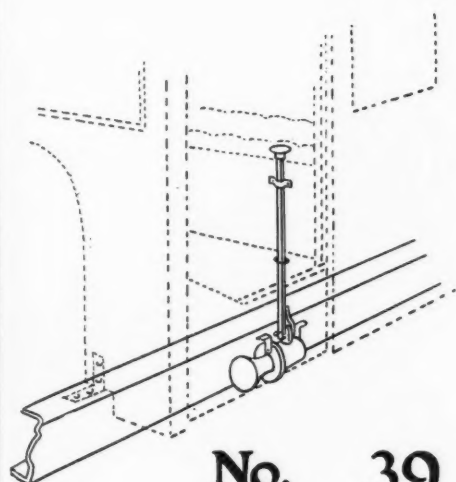
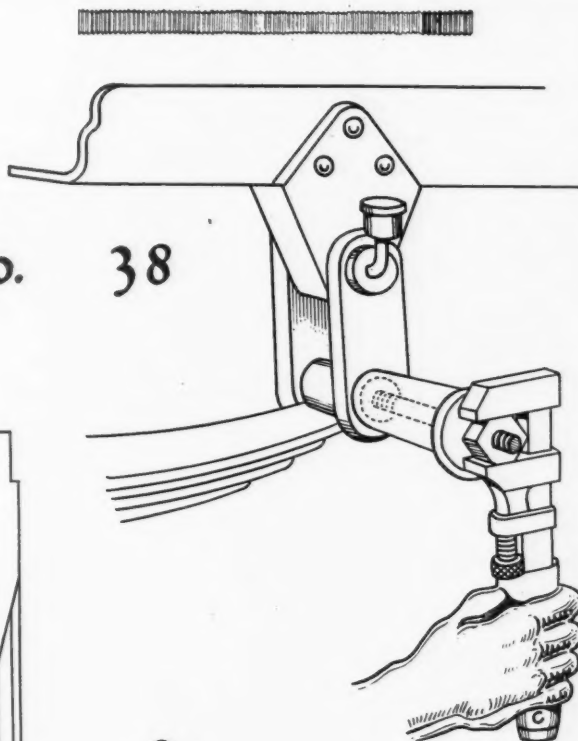
No. 44—Brake Drum for a Tool Holder

An old brake drum can be made useful as a tool holder on any single support power equipment stand. The hole in the hub, if not of the proper diameter, may be drilled or reamed to the diameter of the supporting member of the stand. By means of a set screw in the hub the drum can be secured at any point along the length of the support.—Walter Benson, Cozad, Neb.

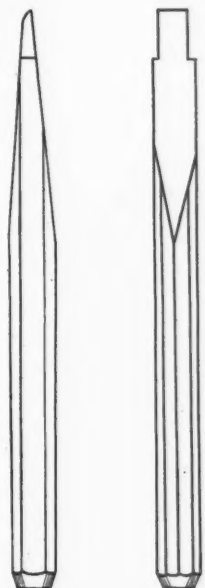


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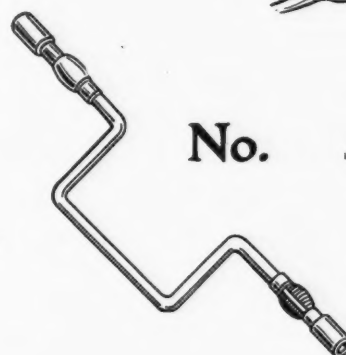
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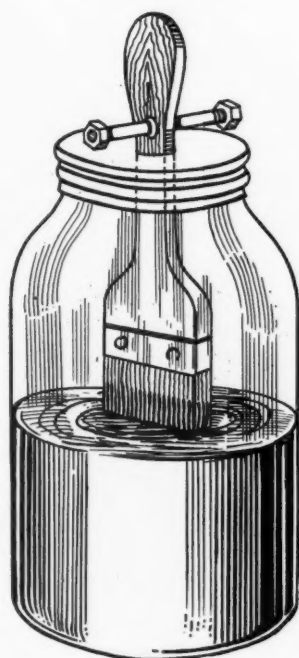
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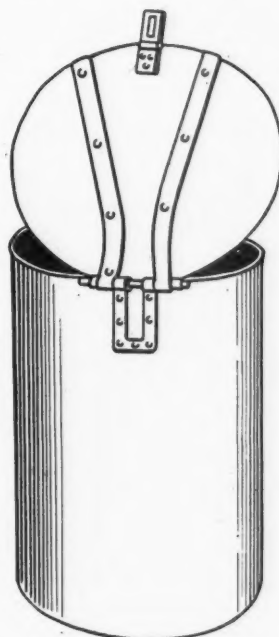
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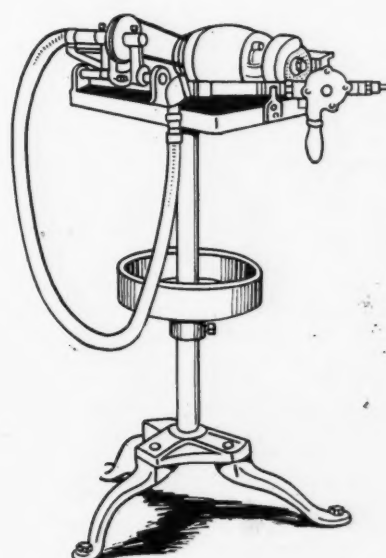
No. 41



No. 42



No. 43



No. 44

The Growth of Truck Traffic and Its Relation to Highways

THE proportion of motor trucks in the total amount of traffic on the main highways around Chicago is much smaller than is generally believed. The average citizen seems to be under the impression that motor trucks constitute 25 per cent to 40 per cent of the traffic on some of our main highways around Chicago, but this is surprisingly far from the facts.

By actual count made in the fall of 1924 during the course of the traffic survey undertaken jointly by Cook county and the United States Bureau of Public Roads, the percentage of truck traffic in proportion to all traffic on our main highways around Chicago was found to be considerably under 7 per cent. Counts made showed that the maximum truck operation was on Indianapolis Boulevard at the Illinois-Indiana state line, and that at this point, out of 12,635 cars entering or leaving Chicago on that route only 782, or 6.2 per cent of the total, was truck traffic.

This is the maximum percentage of truck traffic to the total on any highway entering Chicago. The general average on all highways entering Chicago is probably nearer 4 per cent and this estimate is supported by the results of a survey conducted last spring by the Motor Truck Owners' Division of the State Automobile Association analysis of which indicated that of the total annual mileage accumulated by trucks of all classes registered in Chicago, approximately 96.5 per cent was accumulated on city streets, and only about 3.5 per cent on country roads.

It is stating the obvious to say that truck traffic is heaviest at points of greatest density of population.

Truck Traffic Compared With Population Density

The interesting thing is that the increase in truck traffic seems to be greater proportionately than the increase in population. This is indicated by analysis of the figures collected by the Motor Truck Owners' Division which figures show that not only must a total volume of truck traffic increase be anticipated along with any increase in population, but in addition a proportionately greater increase in truck mileage accumulated on local thoroughfares.

These figures indicate the percentages of total truck mileage accumulated on local thoroughfares, according to density of population to be:

In villages of 2,500 population and less, 19.24 per cent in towns of 2,500 to 20,000 population, 51.09 per cent; in cities of 20,000 to 100,000 population, 72.73 per

cent; and in a metropolis like Chicago 96.5 per cent.

If estimates be based, as they should, on the total car-miles of operation rather than on the number of vehicles in use, these figures would seem to indicate that the percentage of increase in truck operation on highways around Chicago may be expected to be higher than the percentage of increase in population.

Data also seems to indicate that truck traffic may be expected to become heavier in proportion to increasing density of population than will passenger car traffic.

Trucks Accumulate Greater Mileage

Figures as to the proportion of the total mileages of trucks and passenger cars accumulated on local thoroughfares show that trucks accumulate a greater percentage of their total mileage locally than do passenger cars, not only in metropolitan centers like Chicago, but, to a slightly lesser extent, in smaller centers of population likewise.

The percentage of total mileages accumulated on local thoroughfares in the case of passenger cars as compared with trucks are:

	Passenger Cars	Trucks
Chicago	72.90	96.50
Cities, 20,000 to 100,000 population	66.52	72.73
Towns, 2,500 to 20,000 population	47.13	51.09
Villages, less than 2,500 population	19.31	19.24

It is significant in this connection to note that the artery connecting Chicago with the territory having the next greatest density of population—not only accommodates so large a percentage of the total truck traffic entering and leaving Chicago, but its percentage of truck traffic in relation to all traffic is likewise the highest.

Available data further seems to indicate that large truck movement will show greater proportionate increase than small truck movement as density of population increases.

Figures taken from the Government survey show that at present motor truck traffic on the highways around Chicago is predominantly a small truck movement rather than a large truck movement.

Trucks weighing from $\frac{1}{2}$ ton to 1 $\frac{1}{2}$ tons, loaded, averaged about 60 per cent of the total at all survey stations. Trucks weighing from 2 to 2 $\frac{1}{2}$ tons averaged about 20 per cent of the total number of trucks at all stations. Trucks weighing between 3 and 4 tons averaged 11 per cent of the total at all stations. Trucks

weighing from 5 to 5 $\frac{1}{2}$ tons averaged 8 per cent of the total, and those weighing from 6 tons and upward averaged slightly more than 1 per cent.

For the purposes of the Government survey, a rear wheel weight of 4 tons or more was termed a "critical load," and on the finest main artery 14 per cent of all the trucks entering or leaving the city carried this "critical load." In other words, one truck in seven had wheel loads amounting to 4 tons or more.

In territories where the density of population approximates that of the territory in and around Chicago, the question of the movement of heavy loads, for reasons of economy both in transportation cost and street or highway space, has been increasingly serious, and any plan or program would be incomplete which overlooked its possibilities.

Another interesting point is developed from analyses of the information collected by the County and Federal Bureau of Roads Survey namely, the location on the highway followed by the average loaded truck—in other words, how near the edge of the pavement the heavy loads were imposed upon the slab.

It was found that on an eighteen foot pavement 89.5 per cent of all trucks traveled within three feet of the edge. On a twenty-four foot pavement 70 per cent of all trucks traveled within three feet of the edge. This is of peculiar interest as justifying the pavement design adopted by the State, which design includes the construction of a stronger or thicker edge to the slab than is needed to support passenger car traffic.

Tire Statistics

It is of interest also to note that 82 per cent of the loaded trucks weighing three tons or less have pneumatic tires on the rear wheels. As the size and weight of motor trucks increase, the proportion of trucks with pneumatic tires decreases and the proportion of cushion or solid rear tires increase. No trucks with gross weights over 15 tons had pneumatic tires. 45 per cent had cushion tires, and 55 per cent had solid rear tires. Pneumatic tires on rear wheels appeared to be practically limited to trucks under 6 tons in weight.

It is worthy of comment that the roads designed by the Cook county authorities for construction in this territory around Chicago are built an inch thicker than similar roads in other parts of the state, which practice has also been adopted by the State in road-building in this territory, indicating as it does that our highway authorities are thoroughly alive to the requirements of modern truck traffic as they exist here.

Extract from a paper read by Mr. F. E. Ertzman, Secy. of Illinois State Automobile Ass'n at the 3rd Annual Meeting of the Regional Planning Association in Chicago.

Commercial Car Specifications—Corrected Monthly

The Specifications, Chassis Prices, Etc., Are Corrected Each Month From Data Supplied Direct by the Makers. Gasoline Tractor-Trucks Will be Found at the End of Gasoline Commercial Cars

Those Chassis Which Are Sold and Recommended for Passenger Transportation Are Designated in the Following Table by Reference Sign (\$) in Front of the Name

For Specially Designed Motor Bus Chassis See Pages 44 and 45

Key of abbreviations, page 43

(Where prices are not given it is because we have been unable to get them from authoritative sources)

Trade Name and Model	General			Engine				Electrical System		Clutch	Gearset		Rear Axle		Gear Ratios		Front Axle Make and Model	Springs (Make)	Steering Gear (Make)	Wheels (Make)	Rims (Make)	Chassis Weight (lbs.)					
	Chassis Price	Standard Wheelbase (inches)	Tire Size \$	Make and Model	Bore and Stroke (inches)	N.A.C.C. Rated H.P.	Valve Arrangement	Oiling System	Governor (Make)	Radiators (Make)	Fuel System	Ignition System (Make)	Generator and Starter (Make)		Type	Total Reduction in High	Total Reduction in Low										
1000 Pounds																											
Chevrolet-Sup.Com.Ch	395103	30x3 1/2	30x3 1/2	Own 91	3 1/2x4	21.7	H	PS	Non	Har	Car	Rem	Rem	Own Sup	3.82	12.7	A	Own Sup	SS	Own	Jax	1520					
Overland 91	395100	30x3 1/2	30x3 1/2	Own 91	3 1/2x4	18.2	L	SP	Non	Har	Til	A-L	A-L	Own 91	4.57	16.16	A	Own 91	Own	Hay	1472						
Star Four	425102	30x3 1/2	30x3 1/2	Own 91	3 1/2x4	18.2	L	SP	Non	Har	Til	A-L	A-L	Own 91	4.57	16.16	A	Own 91	Own	Hay	1465						
1500 Pounds																											
Dodge Brothers	730116	32x4	29x4 1/2	Own	3 1/2x4 1/2	24.1	L	SP	Non	McC	Ste	N-E	N-E	Own	4.54	18.9	A	Own	Own	Kel	1992						
Larabee A1	133	32x4	29x4 1/2	Con N	3 1/2x4 1/2	23.4	L	PS	Non	McC	Ste	N-E	N-E	Con N	4.54	18.9	A	Con N	Con N	Kel	2730						
Rainier R-31	1970123	32x4	29x4 1/2	Con N	3 1/2x4 1/2	22.5	L	PS	Non	McC	Ste	N-E	N-E	Con N	4.54	18.9	A	Con N	Con N	Kel	2500						
White 16	2160133	32x4	29x4 1/2	Own GK	3 1/2x4 1/2	22.5	L	PS	Non	McC	Ste	N-E	N-E	Own GK	4.54	18.9	A	Own GK	Own GK	Kel	3225						
White 15-40	2560143	32x4	29x4 1/2	Own GK	3 1/2x4 1/2	22.5	L	PS	Non	McC	Ste	N-E	N-E	Own GK	4.54	18.9	A	Own GK	Own GK	Kel	3275						
Yellow Cab Mod T3	1295109	29x4 1/2	29x4 1/2	Con V-7	3 1/2x4 1/2	22.5	L	PS	Non	McC	Ste	N-E	N-E	Con V-7	4.54	18.9	A	Con V-7	Con V-7	Kel	2500						
1 Ton																											
Autocar F	130	30x5	30x5	Con S4	4 1/2x4 1/2	28.9	L	FP	Non	Per	Zen	Bos	Bos	Con S4	5.10	24.4	A	Con S4	Con S4	Smi	3125						
Autocar G	120	34x4	34x4	Own 2	4 1/2x4 1/2	18.1	L	SP	Non	Own	Sir	Bos	Bos	Own 2	8.30	33.2	A	Own 2	Own 2	Hoo	3800						
Available L-1	123	33x5	33x5	Her O	4 1/2x4 1/2	18.1	L	SP	Non	Own	Sir	Bos	Bos	Her O	8.30	33.2	A	Her O	Her O	Hoo	3800						
Bethlehem KN	1595125	33x5	33x5	Own KN	4 1/2x4 1/2	19.6	L	FP	Non	Bus	Zen	Bos	Bos	Own KN	5.6	23.4	A	Own KN	Own KN	Van	3100						
Beta J-3	1850140	34x5	34x5	Own J-3	3 1/2x5	22.5	L	PC	Non	Chi	Zen	Bos	Bos	Own J-3	6.86	27.4	A	Own J-3	Own J-3	Van	2880						
Biederman	138	34x5	34x5	Con 8R-6	3 1/2x5	22.5	L	PC	Non	Chi	Zen	Bos	Bos	Con 8R-6	5.5	27	A	Con 8R-6	Con 8R-6	Ros	3150						
Casco A	1700130	34x5	34x5	Own WTP	3 1/2x5	22.5	L	PC	Non	G&O	Zen	Bos	Bos	Own WTP	5.56	27.4	A	Own WTP	Own WTP	Ros	3200						
Chevrolet-Sup.	550124	30x5	30x5	Own Sup	3 1/2x5	21.7	H	PS	Non	Chi	Zen	Bos	Bos	Own Sup	5.43	18.0	A	Own Sup	Own Sup	Hay	1955						
Chicago	132	30x5	30x5	Her OX	3 1/2x5	25.6	L	FP	Non	Chi	Zen	Bos	Bos	Her OX	5.43	18.0	A	Her OX	Her OX	Hay	3240						
Clydesdale 16	140	30x5	30x5	Con 7U	3 1/2x5	23.4	L	FP	Non	Chi	Zen	Bos	Bos	Con 7U	6.43	30.86	A	Con 7U	Con 7U	Hay	3450						
Commerce Distributor	130	30x5	30x5	Her O	3 1/2x5	23.4	L	FP	Non	Chi	Zen	Bos	Bos	Her O	5.8	23.2	A	Her O	Her O	Hay	2900						
Denby 41	128	30x5	30x5	Her OX	3 1/2x5	25.6	L	FP	Non	Chi	Zen	Bos	Bos	Her OX	5.8	23.2	A	Her OX	Her OX	Hay	3315						
Diamond T75	130	30x5	30x5	Own	3 1/2x5	25.6	L	FP	Non	Chi	Zen	Bos	Bos	Own	5.12	18.6	A	Own	Own	Hay	2825						
Duplex K-2	2490	33x5	33x5	Bud WTP	3 1/2x5	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Bud WTP	4.23	15.6	A	Bud WTP	Bud WTP	Hay	2000						
Federal Knight	1095124	32x4 1/2	32x4 1/2	Own T.T.	3 1/2x4 1/2	21.0	S	PC	Non	Mod	Zen	Bos	Bos	Own T.T.	5.50	22.0	A	Own T.T.	Own T.T.	Hay	3300						
Ford T	365123	30x3 1/2	30x3 1/2	Own T.T.	3 1/2x4 1/2	21.0	S	PC	Non	Mod	Zen	Bos	Bos	Own T.T.	6.11	22.3	A	Own T.T.	Own T.T.	Hay	2400						
Garford 16	132	34x5	34x5	Bud WTP	3 1/2x4 1/2	21.0	S	PC	Non	Mod	Zen	Bos	Bos	Bud WTP	6.11	22.3	A	Bud WTP	Bud WTP	Hay	1972						
Gary Express	1590132	35x5	35x5	Own K-17	3 1/2x5	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own K-17	6.60	24.7	A	Own K-17	Own K-17	Hay	3200						
GMC K-17	136	33x5	33x5	Bud WTP	3 1/2x5	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Bud WTP	5.50	24.7	A	Bud WTP	Bud WTP	Hay	3433						
Goettingen 20 B	131	33x5	33x5	Dodge	3 1/2x5	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Dodge	5.50	24.7	A	Dodge	Dodge	Hay	3300						
Graham Bros. BB	975130	33x5	33x5	Lye CT	3 1/2x5	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Lye CT	5.10	23.3	A	Lye CT	Lye CT	Hay	2630						
Gramm-Kincaid 233N	133	30x5	30x5	Lye CT	3 1/2x5	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Lye CT	5.10	23.3	A	Lye CT	Lye CT	Hay	2370						
Gramm-Kincaid 233N	133	30x5	30x5	Lye CT	3 1/2x5	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Lye CT	5.10	23.3	A	Lye CT	Lye CT	Hay	2370						
Grass Premier 40	1550129	30x5	30x5	Lye CT	3 1/2x5	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Lye CT	5.10	23.3	A	Lye CT	Lye CT	Hay	3485						
Interth 1	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King 10	124	32x4 1/2	32x4 1/2	Own	3 1/2x4 1/2	22.5	L	FP	Non	Mod	Zen	Bos	Bos	Own	5.10	23.3	A	Own	Own	Hay	3585						
King																											

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Trade Name and Model	General			Engine				Electrical System		Clutch	Gearset		Rear Axle		Gear Ratios		Brakes, Location	Front Axle Make and Model	Springs (Make)	Steering Gear (Make)	Wheels (Make)	Rims (Make)	Chassis Weight (lbs.)			
	Standard Wheelbase (Inches)	Tire Size		Bore and Stroke (Inches)	N.A.C.C. Rated H.P.	Valve Arrangement		Oiling System	Governor (Make)		Radiator (Make)	Fuel System		Ignition System	Generator and Starter (Make)	Make								Type	Total Reduction in High	Total Reduction in Low
		Front (Inches)	Rear (Inches)			Carburetor (Make)	Fuel Feed																			
1 Ton—Con'd																										
Rainier R-29.....	2150	35x5*	35x5*	3 3/4x5	22.5	L	PS	Mon	Har	Zen	Eis	Boat	B-L	D	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Rugles 16.....	122	30x5	30x5	3 3/4x5	22.5	L	PC	Non	Per	Zen	Rem	Non	B-L	D	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Sandow G.....	120	32x6	32x6	4 x5	22.5	L	PC	Non	Chi	Zen	Rem	Non	B-L	D	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Sandow G.....	130	32x6	32x6	4 x5	22.5	L	PC	Non	Chi	Zen	Rem	Non	B-L	D	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Schacht.....	130	32x6	32x6	4 x5	22.5	L	PC	Non	Chi	Zen	Rem	Non	B-L	D	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Service 25F.....	132	30x5*	30x5*	3 3/4x5	22.5	L	PC	Non	Chi	Zen	Rem	Non	B-L	D	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Stewart 15.....	1195	32x4 1/2	32x4 1/2	3 3/4x5	22.5	L	PC	Non	Chi	Zen	Rem	Non	B-L	D	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
United 15.....	125	32x4 1/2	32x4 1/2	3 3/4x5	22.5	L	PC	Non	Chi	Zen	Rem	Non	B-L	D	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Wachsmut S.....	152	32x4 1/2	32x4 1/2	3 3/4x5	22.5	L	PC	Non	Chi	Zen	Rem	Non	B-L	D	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Wilcox AA.....	1900	35x5*	35x5*	3 3/4x5	22.5	L	PC	Non	Chi	Zen	Rem	Non	B-L	D	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Yellow Cab T.....	1460	35x5*	35x5*	3 3/4x5	22.5	L	PC	Non	Chi	Zen	Rem	Non	B-L	D	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Yellow Cab T-1.....	1550	35x5	35x5	3 3/4x5	22.5	L	PC	Non	Chi	Zen	Rem	Non	B-L	D	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
1 1/4 Ton																										
Autocar F.....	97	34x4 1/2	34x4 1/2	4 1/2x4 1/2	18.1	L	SP	Non	Own	Str	Boat	Own	B-L	P	B-L 30	A	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Autocar G.....	120	34x4 1/2	34x4 1/2	4 1/2x4 1/2	18.1	L	SP	Non	Own	Str	Boat	Own	B-L	P	B-L 30	A	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Biederman.....	154	34x5	34x5	4 1/2x5	25.6	H	PC	Non	G&O	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Brockway E.....	135	32x6	32x6	4 x5	25.6	H	PC	Non	G&O	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Brockway E.....	153	32x6	32x6	4 x5	25.6	H	PC	Non	G&O	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Brockway ES.....	153	30x5	30x5	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Clinton 20B.....	150	30x5	30x5	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Clinton 20B.....	150	30x5	30x5	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Clydesdale 10A.....	154	34x5*	34x5*	4 1/2x4 1/2	22.5	L	PC	Non	McC	Str	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Corbitt 25.....	140	34x5	34x5	4 1/2x4 1/2	22.5	L	PC	Non	McC	Str	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Defiance G2.....	128	32x6	32x6	4 x5	22.5	L	PC	Non	Chi	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Defiance GL2.....	140	32x6	32x6	4 x5	22.5	L	PC	Non	Chi	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Eagle 101.....	134	34x5*	34x5*	4 1/2x4 1/2	22.5	L	PC	Non	Chi	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Federal R-3.....	1675	32x5	32x5	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Gramm-Kincaid 233N.....	129	30x5*	30x5*	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Gramm-Kincaid 263N.....	133	30x5*	30x5*	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Gramm-Kincaid 263N.....	1650	32x5	32x5	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Guider B-6.....	1800	32x5	32x5	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Hahn B2.....	1800	32x5	32x5	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Larrabee-Deyo X-21.....	138	32x6	32x6	4 x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Macar EX.....	138	32x6	32x6	4 x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Master 11.....	130	32x6	32x6	4 x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Memorine HT.....	130	32x6	32x6	4 x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Northway Rocket.....	1390	32x4 1/2	32x4 1/2	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Patrol 17T.....	138	32x6	32x6	4 x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Reo F (4 cyl).....	1035	32x5	32x5	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Reo F (6 cyl).....	1185	32x5	32x5	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Republic 75.....	124	30x5	30x5	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Rugles 20R.....	128	32x5	32x5	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Sandow G.....	151	30x5	30x5	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Selden Pacemaker 24.....	144	30x5	30x5	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Selden Pacemaker 26.....	144	30x5	30x5	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Standard 75.....	1295	33x5*	33x5*	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Stewart 16X.....	134	34x4 1/2	34x4 1/2	4 1/2x4 1/2	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Stoughton C.....	2065	33x5*	33x5*	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
U. S. U.....	131	30x5	30x5	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
United 20.....	131	30x5	30x5	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Victor 25.....	1500	33x5*	33x5*	3 3/4x5	22.5	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
1 1/2 Ton																										
Aome 20L.....	136	34x5*	34x5*	4 1/2x4 1/2	27.3	L	PC	Non	G&O	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W	6.75	22.5	Tim 1250	Per		
Armstrong 30B.....	148	34x4	34x4	4 x5	25.6	L	PC	Non	Own	Zen	Eis	Boat	B-L	P	B-L 30	U	3	Spi	Tim 6258	W						

2 Ton

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Trade Name and Model	General			Engine				Electrical System		Clutch	Gearset		Rear Axle		Gear Ratios		Front Axle Make and Model	Springs (Make)	Steering Gear (Make)	Wheels (Make)	Rims (Make)	Chassis Weight (lbs.) (stripped)						
	Standard Wheelbase (inches)	Tire Size (inches)		N.A.C.C. Rated H.P.	Valve Arrangement	Oiling System	Governor (Make)	Radiator (Make)	Fuel System		Ignition System (Make)	Generator and Starter (Make)	Type	Location	No. of Forward Speeds	Universals (Make)							Make and Model	Type	Final Drive	Total Reduction in High	Total Reduction in Low	Brakes, Location
		Front	Rear																									
2 Ton—Con'd																												
Autocar G.K.	138	34x5 1/2	34x7 1/2	25.6	L	SP	Pha	Ovn H	Str	GG	Bos	L-N*	Ovn Y	D	A	Ovn H	Del	Ros	Hoo	Non	5200							
Available L-2	152	36x4	36x6	25.6	L	PO	Pie	Chi	Zen	V	Bos	G&D	B-L 31	D	A	Tim 6466	Tut	Ros	Bin	Non	4750							
Bethlehem G.N.	2495	37 1/2	36x4	25.6	L	PO	Pie	Ovn GN	Zen	V	Bos	G&D	B-L 30	D	A	Tim 6462	Mat	Lav	Sm	Non	4100							
Brookway S.	140	34x4	34x6 1/2	27.2	L	PO	Pie	Bus	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	She	Ros	Hoo	Non	4050							
Brookway SK.	147	36x4	36x7 1/2	27.2	L	PO	Pie	Con K4	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Mat	Ros	Sm	Non	4200							
Buck 44	160	36x4 1/2	36x7 1/2	27.2	L	PO	Pie	Con S4	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Woh	Sm	Non	4600							
Buck 46	160	36x4 1/2	36x7 1/2	27.2	L	PO	Pie	Bud WTU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Woh	Sm	Non	4850							
Casco C.	2700	36x4	36x8	27.2	L	PO	Pie	Bud WTU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Woh	Sm	Non	4850							
Casco D.	2950	36x4	36x8	27.2	L	PO	Pie	Bud WTU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Woh	Sm	Non	4850							
Clinton 45	163	34x4	34x6	22.5	L	PO	Pie	Con S4	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 46	160	34x4	34x6	22.5	L	PO	Pie	Con S4	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 47	146	36x4	36x6	22.5	L	PO	Pie	Bud GBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 48	3250	36x4	36x6	22.5	L	PO	Pie	Bud GBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 49	3700	36x4	36x7	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 50	148	36x4 1/2	36x7 1/2	27.2	L	PO	Pie	Con K-4	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 51	144	34x4	34x6	22.5	L	PO	Pie	Bud WTU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 52	144	34x4	34x6	22.5	L	PO	Pie	Bud WTU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 53	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 54	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 55	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 56	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 57	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 58	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 59	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 60	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 61	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 62	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 63	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 64	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 65	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 66	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 67	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 68	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 69	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 70	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 71	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 72	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 73	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 74	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 75	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 76	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 77	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 78	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 79	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 80	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 81	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 82	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 83	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 84	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 85	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 86	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 87	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 88	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 89	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 90	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 91	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 92	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 93	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per	Ros	Sm	Non	4600							
Clinton 94	144	34x4	34x6	22.5	L	PO	Pie	Bud KBU	Zen	V	Bos	B-L	B-L 35	D	A	Tim 6462	Per											

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Trade Name and Model	General		Engine										Electrical System		Rear Axle		Gear Ratios		Front Axle Make and Model	Springs (Make)	Steering Gear (Make)	Wheels (Make)	Tires (Make)	Chassis Weight (lbs.) (stripped)	
	Standard Wheelbase (Inches)	Tire Size (Inches)	Bore and Stroke (Inches)	N.A.C.C. Rated H.P.	Valve Arrangement		Oiling System	Governor (Make)	Radiator (Make)	Fuel System		Ignition System (Make)	Generator and Starter (Make)	Clutch	Gearset	Rear Axle		Total Reduction in High							Total Reduction in Low
					Chassis Price	Front (Inches)				Carburetor (Make)	Fuel Feed					Make and Model	Type								
2½ Ton—Con'd																									
Standard 24-34KS	147	36x4	4½x5½	27.2	L	PPC	Sim	Lon	Str	G	Eis	Boat	B-L	D	B-L 55	A	Tim 1542B	Amc	Gen	Day	...	5488			
Sterling DW-12	142	36x4	4½x5½	25.6	L	PPC	Wau	Ovn	Zen	V	Eis	...	B-L	D	B-L 35	A	Tim	Mat	Ros	Hoo	...	5180			
Sterling W-14	156	36x4	4½x5½	25.6	L	PPC	Wau	Ovn	Zen	V	Eis	Rem	B-L	D	B-L 35	A	Col 8503	Amc	Ros	Hoo	...	5500			
Stewart T-X	2895	36x4	4½x5½	25.6	L	PPC	Sim	Chi	Zen	V	Eis	...	B-L	D	B-L 35	A	She D-370	Amc	Ros	Hoo	...	4520			
Super Truck 50	3150	36x4	4½x5½	25.6	L	PPC	Sim	Chi	Zen	V	Eis	...	B-L	D	B-L 35	A	Tor	Det	Ros	Hoo	...	5200			
T-Traffic	2800	36x4	4½x5½	25.6	L	PPC	Sim	Chi	Zen	V	Eis	...	B-L	D	B-L 35	A	Shu 550	Mat	Ros	Hoo	...	5625			
Twin City RW	2800	36x4	4½x5½	25.6	L	PPC	Sim	Mod	Zen	V	Eis	...	B-L	D	B-L 35	A	Shu 550	Mat	Ros	Hoo	...	5900			
Union F.W.F.W.	155	36x5	4½x5½	28.9	H	PPC	Sim	G&O	Zen	V	Eis	...	B-L	D	B-L 35	A	Shu 510	Det	Ros	Hoo	...	4120			
United 50	156	36x5	4½x5½	25.6	L	PPC	Sim	G&O	Zen	V	Eis	...	B-L	D	B-L 35	A	Shu 550	Det	Ros	Hoo	...	5800			
Victor 70	155	36x4	4½x5½	25.6	L	PPC	Sim	Per	Zen	V	Eis	...	B-L	D	B-L 35	A	Shu 550	Det	Ros	Hoo	...	5400			
Victor 60	2400	36x4	4½x5½	25.6	L	PPC	Sim	Per	Zen	V	Eis	...	B-L	D	B-L 35	A	Tim 1542	Det	Ros	Hoo	...	5900			
Wachnutt L	170	36x4	4½x5½	30.6	L	PPC	Pha	G&O	Zen	V	Eis	...	B-L	D	B-L 35	A	Tim 550	Row	Ros	Hoo	...	6000			
Ward LaFrance 2B	3750	36x5	4½x5½	28.9	L	PPC	Wau	Ovn	Zen	V	Eis	...	B-L	D	B-L 35	A	Tim 550	She	Ros	Hoo	...	6000			
White 61	3000	36x5	4½x5½	28.9	L	PPC	Dup	G&O	Zen	V	Eis	...	B-L	D	B-L 35	A	Tim 550	Mat	Ros	Hoo	...	4375			
Winco CC	3100	36x5	4½x5½	28.9	L	PPC	Dup	G&O	Zen	V	Eis	...	B-L	D	B-L 35	A	Tim 550	Mat	Ros	Hoo	...	4375			
Winther 44	3100	36x5	4½x5½	28.9	L	PPC	Dup	G&O	Zen	V	Eis	...	B-L	D	B-L 35	A	Tim 550	Mat	Ros	Hoo	...	6000			
Witt-Will 8	3100	36x4	4½x5½	27.2	L	PPC	Pie	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Det	Ros	Hoo	...	5080			
3 Ton																									
Ame 60L	156	36x4	4½x5½	32.4	L	PPC	Mon	G&O	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Det	Ros	Hoo	...	5500			
Armstrong 60	152	36x5	4½x5½	28.9	L	PPC	Han	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Det	Ros	Hoo	...	5800			
Autocar H	114	36x6	4½x5½	25.6	L	SP	Pha	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Det	Ros	Hoo	...	5600			
Autocar K	138	36x6	4½x5½	25.6	L	SP	Pha	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Det	Ros	Hoo	...	5600			
Autocar HPDS	114	36x6	4½x5½	25.6	L	SP	Pha	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Det	Ros	Hoo	...	5600			
Brookway K13	153	36x4	4½x5½	27.2	L	PPC	Pha	Bus	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1542	She	Ros	Hoo	...	5260			
Brookway K16	154	36x4	4½x5½	32.4	L	PPC	Pha	Bus	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1542	She	Ros	Hoo	...	5260			
Brookway KR	156	36x4	4½x5½	32.4	L	PPC	Pha	Bus	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1542	She	Ros	Hoo	...	5260			
Buck 64	163	36x5	4½x5½	28.9	L	PPC	K.P.	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Mat	Ros	Hoo	...	5760			
Clinton 65	184	36x5	4½x5½	28.9	L	PPC	K.P.	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Mat	Ros	Hoo	...	5760			
Clydesdale 6	163	36x4	4½x5½	32.4	L	PPC	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Mat	Ros	Hoo	...	5760				
Clydesdale 6X	163	36x4	4½x5½	32.4	L	PPC	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Mat	Ros	Hoo	...	5760				
Concord J.L.	3600	36x6	4½x5½	32.4	L	PPC	Pha	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5925			
Corbett L	160	36x4	4½x5½	28.9	L	PPC	Pha	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Day-Elder J	156	36x4	4½x5½	28.9	L	PPC	Pha	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Defiance H2	160	36x4	4½x5½	28.9	L	PPC	Mon	Chi	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Defiance H2L	175	36x4	4½x5½	27.2	L	PPC	Mon	Chi	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Defiance H3	135	36x5	4½x5½	28.9	L	PPC	Mon	Chi	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Denby 35	155	36x4	4½x5½	27.2	L	PPC	Pha	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Double Drive T	4000	36x6	4½x5½	32.4	L	PPC	Pie	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Duplex AC	4000	36x5	4½x5½	28.9	L	PPC	Mod	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Fageol 340	4000	36x5	4½x5½	30.6	L	PPC	W-H-S	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Fageol 360	5250	36x6	4½x5½	28.9	L	PPC	H-S	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	33.7	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo	...	5700			
Federal UB6	190	36x4	4½x5½	27.2	L	PPC	Dup	Ovn	Zen	V	Eis	Ros	B-L	D	B-L 51	A	Tim 1544	Per	Ros	Hoo</					

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King	30	4355	185	36x6	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x14	40x1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Trade Name and Model	General			Engine					Electrical System		Clutch	Gearset		Rear Axle		Gear Ratios		Front Axle Make and Model	Springs (Make)	Steering Gear (Make)	Wheels (Make)	Rims (Make)	Chassis Weight (lbs.) (stripped)				
	Chassis Price	Tire Size %		Bore and Stroke (inches)	N.A.C.C. Rated H.P.	Valve Arrangement	Oiling System	Governor (Make)	Radiator (Make)	Fuel System		Generator and Starter (Make)	Make	Type	Make and Model	Location	No. of Forward Speeds							Universals (Make)	Type	Total Reduction in High	Total Reduction in Low
		Standard Wheelbase (inches)	Front (inches)							Rear (inches)	Carburetor (Make)							Fuel Feed									
																			Make and Model	Ignition System (Make)							
Gasoline Tractor-Trucks—Con'd																											
Int. Harvester 103	134	36x5 1/2	40x14	4 1/2 x 5 1/2	28.9	H	SP	Own	Own	Own	G	RB	Opt	Own	D	Own 103	A	4	Own	Own 103	I	D	11.00	69.9	A	Own 103	7435
Kelly-Springfield K-70	2000	36x4	36x7	4 1/2 x 5 1/2	27.2	L	PP	Own	Own	Own	G	Eis	Opt	Own	P	Own K70	A	4	Pet	Own K70	I	D	9.25	49.5	A	Own K70	Non 5887
Kelly-Springfield K-76	3600	36x5	36x10	4 1/2 x 5 1/2	28.9	L	PP	Own	Own	Own	G	Eis	Opt	Own	P	Own K76	A	4	Spi	Own K76	I	D	9.00	48.1	A	Own K76	Non 6300
Kelly-Springfield K-41	4400	36x5	36x12	4 1/2 x 5 1/2	32.4	T	PP	Own	Own	Own	G	Eis	Opt	Own	P	Own K41	A	4	Pet	Own K41	I	D	11.6	62.0	A	Own K41	Non 6400
Kelly-Springfield K-42	3000	36x5	40x5	4 1/2 x 5 1/2	32.4	T	PP	Own	Own	Own	G	Eis	Opt	Own	P	Own K42	A	4	Pet	Own K42	I	D	10.2	54.8	A	Own K42	Non 7740
Kelly-Springfield K-61	5000	36x6	36x7 1/2	4 1/2 x 5 1/2	32.4	T	PP	Own	Own	Own	G	Eis	Opt	Own	P	Own K61	A	4	Pet	Own K61	I	D	10.2	54.8	A	Own K61	Non 8100
Kelly-Spr g't "dk"-100	5000	36x6	40x14	4 1/2 x 5 1/2	32.4	T	PP	Own	Own	Own	G	Eis	Opt	Own	P	Own K61	A	4	Pet	Own K61	I	D	10.2	54.8	A	Own K61	Non 9025
Mack AB 6-Ton	122 1/2	36x4	36x4	4 1/2 x 5 1/2	28.9	L	PS	Own	Own	Own	G	Spi	N-E	Own	B	Own AB	A	7	Set	Own AB	I	C	13.41	127.0	A	Own AB	Non 9400
Mack AC 7-Ton	128	34x6	36x8	5 x 6	40.0	L	PS	Own	Own	Own	G	Spi	N-E	Own	B	Own AC	A	4	Set	Own AC	I	C	10.65	81.0	A	Own AC	Non 9400
Mack AC 10-Ton	128	34x6	36x8	5 x 6	40.0	L	PS	Own	Own	Own	G	Spi	N-E	Own	B	Own AC	A	4	Set	Own AC	I	C	10.65	81.0	A	Own AC	Non 9400
Mack AC 13-Ton	128	34x6	36x8	5 x 6	40.0	L	PS	Own	Own	Own	G	Spi	N-E	Own	B	Own AC	A	4	Set	Own AC	I	C	10.65	81.0	A	Own AC	Non 9400
Mack AC 16-Ton	128	34x7	36x7	5 x 6	40.0	L	PS	Own	Own	Own	G	Spi	N-E	Own	B	Own AC	A	4	Set	Own AC	I	C	10.65	81.0	A	Own AC	Non 9400
Pierce-Arrow XB	3550	36x5	36x6	4 1/2 x 5 1/2	32.4	T	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own XB	A	4	Set	Own XB	I	C	10.65	81.0	A	Own XB	Non 9400
Pierce-Arrow RD	5100	36x6	36x6	4 1/2 x 5 1/2	32.4	T	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Saurer 5-Ton	3000	36x5	36x6	4 1/2 x 5 1/2	32.4	T	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Saurer 5-Ton	3000	36x5	36x6	4 1/2 x 5 1/2	32.4	T	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Schacht 5-Ton	3000	36x5	40x7 1/2	4 1/2 x 5 1/2	28.9	L	PS	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Schacht 5-Ton	3000	36x5	40x7 1/2	4 1/2 x 5 1/2	28.9	L	PS	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Schacht 7-Ton	4000	36x5	36x10	4 1/2 x 5 1/2	32.4	L	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Schacht 10-Ton	4400	36x6	40x12	4 1/2 x 5 1/2	32.4	L	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Schacht 13-Ton	4600	36x6	40x12	4 1/2 x 5 1/2	32.4	L	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Schacht 15-Ton	5100	36x7	40x14	4 1/2 x 5 1/2	32.4	L	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Service 61	127 1/2	36x4	36x4	4 1/2 x 5 1/2	28.9	L	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Service 103	131 1/2	36x5	36x5	4 1/2 x 5 1/2	32.4	L	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Sterling DWS-10T	130	36x4	36x4	4 1/2 x 5 1/2	32.4	L	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Sterling EW-15T	148	36x5	40x10	4 1/2 x 5 1/2	32.4	L	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Sterling EW-20T	148	36x6	40x12	4 1/2 x 5 1/2	32.4	L	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Sterling EWS-24T	148	36x6	40x12	4 1/2 x 5 1/2	32.4	L	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Sterling EC-20T	148	36x6	40x12	4 1/2 x 5 1/2	32.4	L	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Sterling EC-24T	148	36x6	40x12	4 1/2 x 5 1/2	32.4	L	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Sterling EC-50T	148	36x7	40x14	4 1/2 x 5 1/2	32.4	L	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Walter FL 7-Ton	Opt	40x8	40x8	4 1/2 x 5 1/2	32.4	L	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400
Walter FR 15-Ton	Opt	40x8	40x8	4 1/2 x 5 1/2	32.4	L	PP	Own	Own	Own	G	Spi	N-E	Own	B	Own RD	A	4	Set	Own RD	I	C	10.65	81.0	A	Own RD	Non 9400

Eaton Axle Acquires New Plant and Business

An important consolidation in the automobile accessory field is the recent acquisition of the plant and business of the American Auto Parts Company, Detroit, by the Eaton Axle & Spring Company, of Cleveland, Ohio. This deal was made early in November.

The American Auto Parts Company was incorporated in 1919 to manufacture automobile springs. Its property consists of 15 acres of centrally located land, improved with switching facilities and 200,000 sq. ft. of manufacturing space.

The addition of this plant will not only place the Eaton Company nearer the majority of its customers, but it will enable it to transfer all of its spring business to Detroit, thus leaving the Perfection Spring plant in Cleveland for the exclusive manufacture of bumpers.

The new consolidation gives the Eaton Company three principal complete units, the axle plant in Cleveland, which is said to be the finest of its kind, the spring plant in Detroit and the bumper plant in Cleveland. This arrangement will be conducive to the most economical operation, officials say, and will work to the decided advantage of distributors and service stations in the field.

Mack Trucks, Inc., Starts Safety Campaign

There is an old saying that "Charity starts at home," and in this sense it is learned that the International Motor Co. has taken the first steps toward inaugurating an extensive safety campaign among its own drivers in the hope that the idea will spread to drivers and operators of thousands of buses on our city streets and national highways.

The present plan is one in which the bus driver, upon taking employment with the International Motor Co., signs an agreement attested to by a notary public.

The agreement is as follows:

In accepting this assignment, I am determined that my first consideration will be the safety of my passengers and other occupants of the highways.

I will not operate this vehicle unless the brakes are in first class condition and I will test personally the brakes to make sure they will act properly in the case of emergency.

I will take every precaution against the hazard of fire and will stop my engine before replenishing my gasoline supply.

I have authority from the State to operate a motor vehicle of the above class and know motor vehicle laws and ordinances of the States in which it is to be operated, and will obey them.

I am familiar with the "rules of the road," and my constant endeavor will be to make my passengers comfortable and to show courtesy to other occupants of the highways.

I will always sacrifice speed for safety, I will always drive, first, with care, comfort and courtesy, last with speed.

KEY OF ABBREVIATIONS

Wheelbase:

*—More than one wheelbase furnished.

Tires:

§§—Unless marked otherwise all tires are solids.
*—Pneumatics standard equipment.
†—Pneumatics at Extra Cost.
‡—Dual pneumatics standard.
††—Dual solids.
†††—Dual pneumatics extra cost.

Engine:

Bud—Buda Co., Harvey, Ill.
Con—Continental M. Corp., Detroit, Mich.
D—Head & Side
H—Overhead.
HAS—Hall-Scott Motor Car Co., Berkeley, Cal.
Her—Hercules Motors Corp., Canton, Ohio.
Himico—Hinkley Motors, Inc., Detroit, Mich.
Hin—Hinkley Motors, Inc., Detroit, Mich.
H-S—Herschell-Spillman Motor Co., North Tonawanda, N. Y.
I—In Head.
Jackson—Master Motor Truck Mfg. Co., Chicago, Ill.
Knl—Yellow Sleeve Valve Eng. Works, East Moline, Ill.
L—L-Head.
Lyc—Lycoming M. Corp., Williamsport, Pa.
FP—Full Pressure to all bearings including wrist pins.
Overland—Willis-Overland Co., Toledo, O.
PC—Pressure to all crankshaft and connecting rod bearings.
PS—Pressure with splash.
SP—Circulating splash.
T—T-Head.
Wau—Waukesha M. Co., Waukesha, Wis.
Wis—Wisconsin M. Mfg. Co., Milwaukee, Wis.
Yell—Yellow Sleeve V. E. Works, E. Moline, Ill.
X—Sleeve.

Governor:

Con—Continental M. Corp., Detroit, Mich.
Dup—Elsemann Magneto Corp., New York.
Han—Handy Gov. Co., Detroit, Mich.
Hin—Hinkley Motors, Inc., Detroit, Mich.
K. P.—K. P. Products Co., New York, N. Y.
McK—E. R. Klemm, Chicago, Ill.
Mon—Monarch Gov. Co., Detroit, Mich.
Non—Not Supplied.
Pha—Pharo Mfg. Co., Bethlehem, Pa.
Pie—Pierce Governor Co., Anderson, Ind.
Sim—Elsemann Magneto Corp., New York.
Wau—Waukesha M. Co., Waukesha, Wis.

Radiator:

Bus—Bush Mfg. Co., Hartford, Conn.
Chi—Chicago Mfg. Co., Chicago, Ill.
E-M—English & Mersick Co., New Haven, Conn.
Fed—Feddars Mfg. Co., Buffalo, N. Y.
Flexo—Flexo Mfg. Co., Los Angeles, Cal.
G&O—G. & O. Mfg. Co., New Haven, Conn.
Har—Harrison Rad. Corp., Lockport, N. Y.
Idl—Ideal Sheet Metal Works, Chicago, Ill.
Liv—Livingston Rad. Corp., Plainfield, N. J.
Lon—Long Mfg. Co., Detroit, Mich.
McC—McCord Rad. & Mfg. Co., Detroit, Mich.
Mod—Modine Mfg. Co., Racine, Wis.
Per—Racine Radiator Co., Racine, Wis.
R-T—Rome-Turney Rad. Co., Rome, N. Y.
Spa—Sparks-Withington Co., Jackson, Mich.
Stn—Standard Radiator Co., Inc., Springfield, N. Y.
U. S.—U. S. Cartridge Co., Lowell, Mass.

Fuel System:

B.B.—Penberthy Injector Co., Detroit.
Car—Carter Carburetor Co., St. Louis, Mo.
Ens—Ensign Car. Co., Los Angeles, Cal.
G—Gravity.
Hol—Holley Carburetor Co., Detroit, Mich.
Joh—Johnson Co., Detroit, Mich.
Mar—Marvel Carburetor Co., Flint, Mich.
P—Pressure.
Ray—Beneke Mfg. Co., Chicago, Ill.
Sch—Wheeler Schebler Carburetor Co., Indianapolis, Ind.
Ste—Detroit Lubricator Co., Detroit, Mich.
Str—Stromberg Motor Devices Co., Chicago, Ill.
Til—Tillotson Mfg. Co., Toledo, Ohio.
V—Vacuum.
Zen—Zenith-Detroit Corp., Detroit, Mich.

Electrical System:

†—Generator & Starter at Extra Cost.
†—Starter not Supplied, Generator at Extra Cost.
*—Starter at Extra Cost.
A-L—Electric Auto-Lite Corp., Toledo, O.
Ale—Cincinnati S. B. Co., Cincinnati, O.
Apo—Apolo Magneto Corp., Kingston, N. Y.
Bij—Bijur Motor Appliance Co., Hoboken, N. J.
Bos—American Bosch Magneto Co., Springfield, Mass.
Con—Connecticut Telephone & Electric Co., Meriden, Conn.
Del—Dayton Engin. Lab. Co., Dayton, Ohio.
DJ—DeJohn Elec. Corp., Poughkeepsie, N. Y.
Dyn—Owen Dyneto Corp., Syracuse, N. Y.
Eis—Elsemann Magneto Corp., New York.
Exi—Electric S. B. Co., Phila., Pa.
G&D—Gray & Davis, Boston, Mass.
Gou—Gould S. B. Co., New York.
Hob—Hobbs Battery Co., Los Angeles, Cal.
L-N—Leece-Neville Co., Cleveland, O.
N-E—North East Elec. Co., Rochester, N. Y.
Non—Not Supplied.
Pol—Prest-O-Lite Co., Indianapolis, Ind.
Rem—Remy Electric Co., Anderson, Ind.
RBO—Robert Bosch Magneto Co., New York, N. Y.
Sci—Scintilla Magneto Co., New York, N. Y.
Sim—Simms Magneto Co., E. Orange, N. J.
Spl—Splittorf Electrical Co., Newark, N. J.
USL—U. S. Light & Heat Corp., Niagara Falls, N. Y.
Ves—Vesta Battery Corp., Chicago, Ill.
Wes—Westinghouse Elec. & Mfg. Co., Springfield, Mass.
Wil—Willard S. B. Co., Cleveland, O.

Clutch and Gearset:

*—Other ratios optional.
A—Amidships.
B & B—Borg & Beck Co., Chicago, Ill.
B-L—Brown-Lipe Gear Co., Syracuse, N. Y.
Cot—Cotta Trans. Corp., Rockford, Ill.
Cov—Covert Gear Co., Lockport, N. Y.
Det—A. J. Detlaiff Co., Detroit, Mich.
D-G—Detroit Gear & Machine Co., Detroit, Mich.
Dod—Dodge Brothers Co., Detroit, Mich.
D—Disk.
Dur—Durstun Gear Corp., Syracuse, N. Y.
Ful—Fuller & Sons Mfg. Co., Kalamazoo, Mich.
H-S—Hele-Shaw, Merchant & Evans Co., Philadelphia, Pa.
Hoo—Hoosier Clutch Co., Muncie, Ind.
J—Unit with Jackshaft.
K—Cone.
Lon—Long Mfg. Co., Detroit, Mich.
M-E—Merchant & Evans Co., Phila., Pa.
M. M.—Mechanics Mach. Co., Rockford, Ill.
Mun—Muncie Gear Works, Muncie, Ind.
O—Disk in Oil.
P—Plate.
R—Rear Axle.
S—Separate Unit.
U—Unit with Engine.
W-G—Warner Gear Co., Muncie, Ind.

Universal:

B.G.—Universal Machine Co., Bowling Green, Ohio.
Blo—Blood-Bros. Mach. Co., Allegan, Mich.
Det—Universal Products Co., Detroit, Mich.
Har—Spicer Mfg. Co., S. Plainfield, N. J.
M-E—Merchant & Evans Co., Phila., Pa.
M. M.—Mechanics Machine Co., Rockford, Ill.
Pet—Cleveland Universal Parts Co., Cleveland, Ohio.
Pio—Carl Pick Co., West Bend, Wis.
Sne—Spicer Mfg. Corp., S. Plainfield, N. J.
Spl—Spicer Mfg. Corp., S. Plainfield, N. J.
The—Thermoid Rubber Co., Trenton, N. J.
Thei—Universal Drive Shaft Co., Cleveland, Ohio.
U-M—Universal Machine Co., Bowling Green, Ohio.
U-P—Universal Products Co., Detroit, Mich.

Front and Rear Axles:

1/2—Semi-Floating.
3/4—Three-Quarter Floating.
Cla—Clark Equip. Co., Buchanan, Mich.
Col—Columbia Axle Co., Cleveland, O.
Con—Continental Axle Co., Edgerton, Wis.
C—Chain.
B—Straight Bevel.
D—Dead.
Eat—Eaton Axle Co., Cleveland, Ohio.
F—Floating.
I—Internal Gear.
P—Spur Gear.
R—Double Reduction.

Rus—Russel Motor Axle Co., Detroit, Mich.
S—Spiral Bevel.
Sal—Salisbury Axle Co., Jamestown, N. Y.
She—Sheldon Axle & Spring Co., Wilkes-Barre, Pa.
Shu—Shuler Axle Co., Inc., Louisville, Ky.
Std—Standard Parts Co., Cleveland, O.
Tim—Timken Det. Axle Co., Detroit, Mich.
Tor—Eaton Axle & Spring Co., Cleveland, Ohio.
Vul—Vulcan Motor Axle Co.
Wal—Walker Axle Co., Chicago, Ill.
W—Worm.
Wis—Wisconsin Parts Co., Oshkosh, Wis.

Brake:

A—Rear Wheels only.
B—Drive Shaft and Rear Wheels.
D—Jackshaft and Rear Wheels.
E—4 Wheel Brakes.

Springs:

Amc—American Autoparts Co., Detroit, Mich.
Arm—General Motors Co., Pontiac, Mich.
Bea—Beans Spring Co., Inc., Massillon, O.
Bet—Betts Bros. Sp. Co., Inc., San Francisco, Cal.
Cha—Champion Auto Sp. Co., St. Louis, Mo.
Del—D. Delany & Son, Newark, N. J.
Det—Detroit Steel Prod. Co., Detroit, Mich.
G-C—Garden City Sp. Works, Chicago, Ill.
Har—Harvey Sp. & Forging Co., Racine, Wis.
Lah—Laher Auto Spring Co., Portland, Ore.
Mar—Maremont Mfg. Co., Chicago, Ill.
Mat—Mather Spring Co., Toledo, O.
Mer—E. R. Merrill Spring Co., New York.
Pen—Penn Sp. Works, Baldwinville, N. Y.
Per—Eaton Bum. & Sp. Co., Cleveland, O.
Row—William & Harvey Rowland, Phila., Pa.
She—Sheldon Axle & Sp. Co., Wilkes-Barre, Pa.
S. P.—Spring Perch Co., Stratford, Conn.
S. S.—Standard Steel Sp. Co., Coraopolis, Pa.
Tut—Tuthill Sp. Co., Chicago, Ill.
U. S.—United States Sp. Co., Los Angeles, Cal.

Steering Gear:

CAS—C. A. S. Products Co., Columbus, O.
Dod—Dodge Bros. Co., Detroit, Mich.
Gem—Gemmer Mfg. Co., Detroit, Mich.
Han—Hannum Mfg. Co., Milwaukee, Wis.
Jac—Saginaw Products Co., Saginaw, Mich.
Lav—Hannum Mfg. Co.
Ros—Ross Gear & Tool Co., Lafayette, Ind.
Woh—Wohlrab Gear Co., Racine, Wis.

Wheels:

Are—Archibald Wheel Co., Lawrence, Mass.
A-W—Auto Wheel Co., Lansing, Mich.
Bet—Bethlehem Steel Co., Bethlehem, Pa.
Bim—Bimel Spoke & Auto Wheel Co., Portland, Ind.
Bud—Budd Wheel Co., Phila., Pa.
Cla—Clark Equip. Co., Buchanan, Mich.
Day—Dayton Automotive Wheel Co., Dayton, Ohio.
Dis—Motor Wheel Corp., Lansing, Mich.
Hay—Hayes Wheel Co., Jackson, Mich.
Hoo—Hoopes, Bro. & Darlington, Inc., West Chester, Pa.
Ind—Indestructible Wheel Co., Lebanon, Ind.
Int—Interstate Foundry Co., Chicago, Ill.
Jon—Phineas Jones & Co., Hillside, N. J.
Kel—Kelsey Wheel Co., Detroit, Mich.
M-M—Michigan Malleable Iron Co., Detroit.
Mot—Motor Wheel Corp., Lansing, Mich.
Mun—Muncie Wheel Co., Muncie, Ind.
Nor—Northern Wheel Corp., Alma, Mich.
Pru—Prudden Wheel Co., Lansing, Mich.
Roy—Royer Wheel Co., Aurora, Ind.
Sch—St. Marys Wheel & Spoke Co., St. Marys, O.
Smi—Smith Wheel, Inc., Syracuse, N. Y.
StM—St. Marys Wheel Co., St. Marys, O.
Std—Standard Wheel Co., Terre Haute, Ind.
Van—Van Wheel Corp., Oneida, N. Y.
Way—Wayne Wheel Co., Newark, N. Y.

Rim Equipment:

Fir—Firestone Steel Prod. Co., Akron, O.
Gdy—Goodyear Tire & Rub. Co., Akron, O.
Hay—Hayes Wheel Co., Jackson, Mich.
Jax—Jaxon Steel Prod. Co., Jackson, Mich.
Kel—Kelsey Wheel Co., Detroit, Mich.
Non—None Supplied.

Motor Bus Chassis Designed Exclusively for Passenger Transportation

For Other Chassis Which Are Recommended and Adaptable for Bus Use, See Models Having Sign (\$) in the "COMMERCIAL CAR SPECIFICATIONS"

MAKE AND MODEL	GENERAL			ENGINE			ELECTRICAL SYSTEM			TRANSMISSION			REAR AXLE		FRONT AXLE	TIRES AND WHEELS			DIMENSIONS (In.)										
	Seating Capacity	Chassis Only	Chassis with Body	Wheelbase	Make and Model	Number of Cylinders, Bore and Stroke	Radiator Make	Carburetor Make	Ignition System Make	Generator and Starter Make	Voltage and Amp. Hr. Cap.	Normal Speed	CLUTCH	GEARSET	Make and Model	Universal Make	Make and Model	Final Drives	Brake Location	Make and Model	Steering Gear	Front	Rear	Wheels—Make	Turning Radius (Ft.)	Floor Height	Length	Width	
Ace C.....	30	6500	11500	5000	204	Con 7T	6-41/2x5 1/4	Zen	Eis	Rem	USL	6-110	35	6.0	D, B-L	B-L 60	4 U-M	Tim 6516	W B	A A	Tim 1550	Ros	36x6	36x6	Day	34	21 1/4	316	90
Acme 116.....	18	4910	8460	2000	180	Con 6B	6-3 1/2x5 1/4	Per	Eis	Rem	USL	6-153	40	6.0	D, B-L	B-L 51	4 Blo	Cla 36000	B B	A A	Shu	Ros	32x6	32x6	Mot	27 1/4	259	259	83 1/2
Acme 121.....	22	5110	9280	2000	205	Con 7T	6-41/2x5 1/4	Per	Eis	Rem	USL	6-153	45	6.0	D, B-L	B-L 55	4 Blo	Cla 3720	B B	A A	Shu	Ros	32x6	32x6	Mot	27 1/4	276	276	83 1/2
American-LaFrance 4R.....	25	8700	15000	3000	196	Own 4R	4-4 1/2x6	Own	Eis	Rem	USL	12-140	27	6.0	D, B-L	Own	4 Spi	Own 4R	R R	B B	Own 4R	Ros	34x7	34x7	Mot	33	27	298	89 1/2
American-LaFrance 4R.....	29	9100	15500	3000	226	Own 4R	4-4 1/2x6	Own	Eis	Rem	USL	12-140	27	6.0	D, B-L	Own	4 Spi	Own 4R	R R	B B	Own 4R	Ros	34x7	34x7	Mot	33	27	328	89 1/2
Brookway EB.....	18	3850	6350	2500	153	Wis SU	4-4 1/2x5 1/4	G&O	Eis	Rem	USL	12-220	42	10.0	D, B-L	B-L 30	3 Spi	Col 53000	B B	A A	Col 5200	Gem	32x6	32x6	Van	28	28 1/2	243	64
Brookway EB.....	18	4000	6400	2500	153	Wis CY	6-3 1/2x5	G&O	Eis	Rem	USL	12-220	42	10.0	D, B-L	B-L 30	3 Spi	Col 53000	B B	A A	Col 5200	Gem	32x6	32x6	Van	28	28 1/2	243	64
Brookway EB.....	22	4975	7975	3000	164	Con 6B	6-3 1/2x5	G&O	Eis	Rem	USL	12-220	45	8.5	D, B-L	B-L 35	4 Spi	Wis 6730	B B	A A	Shu 5550	Ros	32x6	32x6	Bud	30	27 1/2	256	74
Brookway H.....	25	6585	10585	4000	185	Con 6B	6-3 1/2x5	G&O	Eis	Rem	USL	12-220	35	6.0	D, B-L	B-L 55	4 Spi	Tim 6516	I	A A	Shu 610B	Ros	36x6	36x6	Bud	32	27 1/2	293 1/2	90
Clinton 65B.....	30	8025	8700	2725	184	Bud EBUI	4-4 1/2x5 1/4	Own	Eis	Rem	USL	6-180	30	3.0	D, B-L	B-L 55	4 M-E	Tim 6566	W W	A A	Tim 1544B	Ros	36x6	36x6	Bud	37	30	270	75 1/2
Clinton 65B.....	30	8600	9600	3000	220	Con 4B	6-3 1/2x5	Own	Eis	Rem	USL	6-180	35	6.0	D, B-L	B-L 55	4 M-E	Tim 1544B	W W	A A	Tim 1544B	Ros	36x6	36x6	Bud	40	28	286	80
Commerce 60.....	20	8220	13000	3000	220	Con 4B	6-3 1/2x5	Own	Eis	Rem	USL	6-180	35	6.0	D, B-L	B-L 55	4 M-E	Tim 1544B	W W	A A	Tim 1544B	Ros	36x6	36x6	Bud	40	28	286	80
Commerce 60.....	20	8220	13000	3000	220	Con 4B	6-3 1/2x5	Own	Eis	Rem	USL	6-180	35	6.0	D, B-L	B-L 55	4 M-E	Tim 1544B	W W	A A	Tim 1544B	Ros	36x6	36x6	Bud	40	28	286	80
Concord.....	20	8220	13000	3000	220	Con 4B	6-3 1/2x5	Own	Eis	Rem	USL	6-180	35	6.0	D, B-L	B-L 55	4 M-E	Tim 1544B	W W	A A	Tim 1544B	Ros	36x6	36x6	Bud	40	28	286	80
Day-Edler 20.....	20	5200	7700	2500	108	Bud KB	4-4 1/2x5 1/4	Bus	Eis	Rem	USL	6-153	35	10.0	D, B-L	B-L 51	4 Spi	Tim 6462	W W	A A	Tim 1526	Gem	36x6	36x6	Van	30	32	240 1/2	70 1/2
Day-Edler 20.....	20	5200	7700	2500	108	Bud KB	4-4 1/2x5 1/4	Bus	Eis	Rem	USL	6-153	35	10.0	D, B-L	B-L 51	4 Spi	Tim 6462	W W	A A	Tim 1526	Gem	36x6	36x6	Van	30	32	240 1/2	70 1/2
Day-Edler 30.....	30	7000	11000	4000	196	Bud Bus	6-4 1/2x5 1/4	Bus	Eis	Rem	USL	6-153	35	7.0	D, B-L	B-L 51	4 Spi	Tim 6462	W W	A A	Tim 1526	Gem	36x6	36x6	Van	30	32	240 1/2	70 1/2
Denby 3A.....	30	7000	11000	4000	196	Bud Bus	6-4 1/2x5 1/4	Bus	Eis	Rem	USL	6-153	35	7.0	D, B-L	B-L 51	4 Spi	Tim 6462	W W	A A	Tim 1526	Gem	36x6	36x6	Van	30	32	240 1/2	70 1/2
Dorris M4.....	18	4750	7700	3500	176	Own	6-3 1/2x5 1/4	Mod	Eis	Rem	USL	6-130	45	5.0	D, B-L	B-L 51	4 Spi	Tim 6462	W W	A A	Tim 1526	Gem	36x6	36x6	Van	30	32	240 1/2	70 1/2
Dorris M4.....	18	4750	7700	3500	176	Own	6-3 1/2x5 1/4	Mod	Eis	Rem	USL	6-130	45	5.0	D, B-L	B-L 51	4 Spi	Tim 6462	W W	A A	Tim 1526	Gem	36x6	36x6	Van	30	32	240 1/2	70 1/2
Dorris L6 (gas elec.).....	25	6475	11000	4500	224	Own	6-4 1/2x5 1/4	Mod	Eis	Rem	USL	6-130	45	5.0	D, B-L	B-L 51	4 Spi	Tim 6462	W W	A A	Tim 1526	Gem	36x6	36x6	Van	30	32	240 1/2	70 1/2
Dorris L6 (gas elec.).....	25	6475	11000	4500	224	Own	6-4 1/2x5 1/4	Mod	Eis	Rem	USL	6-130	45	5.0	D, B-L	B-L 51	4 Spi	Tim 6462	W W	A A	Tim 1526	Gem	36x6	36x6	Van	30	32	240 1/2	70 1/2
Duplex FB.....	23	5500	10000	3000	181	Bud EBUI	4-4 1/2x5 1/4	Mod	Eis	Rem	USL	6-130	45	5.0	D, B-L	B-L 51	4 Spi	Tim 6462	W W	A A	Tim 1526	Gem	36x6	36x6	Van	30	32	240 1/2	70 1/2
Fageol Parlor Car.....	22	6770	10550	3000	230	Has 75	6-4 1/2x5 1/4	Lon	Eis	Rem	USL	12-118	35	7.0	D, B-L	B-L 55	4 Spi	Tim 65190	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	38 1/2	20 1/4	342	89
Fageol Street Car.....	25	5450	10000	3000	218	Has 50	6-4 1/2x5 1/4	Lon	Eis	Rem	USL	12-118	35	7.0	D, B-L	B-L 55	4 Spi	Tim 65190	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	38 1/2	20 1/4	342	89
Federal.....	25	5450	10000	3000	218	Has 50	6-4 1/2x5 1/4	Lon	Eis	Rem	USL	12-118	35	7.0	D, B-L	B-L 55	4 Spi	Tim 65190	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	38 1/2	20 1/4	342	89
Fifth Ave. J.....	25	5850	8530	2780	172	Yell EZ	4-4 1/2x5 1/4	Own	Eis	Rem	USL	12-90	30	7.5	P, Own	Own L	4 Sue	Tim 6412	W W	A A	Tim 1523	Ros	36x6	36x6	Bud	33	25	277	87 1/2
Fifth Ave. J.....	25	5850	8530	2780	172	Yell EZ	4-4 1/2x5 1/4	Own	Eis	Rem	USL	12-90	30	7.5	P, Own	Own L	4 Sue	Tim 6412	W W	A A	Tim 1523	Ros	36x6	36x6	Bud	33	25	277	87 1/2
Garford 51D.....	29	6500	9900	3400	187	Bud Bus	6-4 1/2x5 1/4	Own	Eis	Rem	USL	6-190	35	5.0	D, B-L	B-L 51	4 Spi	Tim 6516	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	30	28 1/4	295	91
Garford KB.....	17	3600	6000	2400	180	Wis Y	6-4 1/2x5 1/4	Lon	Eis	Rem	USL	6-135	35	7.3	D, B-L	B-L 51	4 Spi	Tim 6516H	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	28	23	283	84
Garford KB.....	29	6000	11300	4400	220	Wis Y	6-4 1/2x5 1/4	Lon	Eis	Rem	USL	6-135	35	7.3	D, B-L	B-L 51	4 Spi	Tim 6516H	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	28	23	283	84
Gary 45B.....	40	6000	11300	4400	220	Wis Y	6-4 1/2x5 1/4	Lon	Eis	Rem	USL	6-135	35	7.3	D, B-L	B-L 51	4 Spi	Tim 6516H	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	28	23	283	84
Godfrey 50B 29.....	29	3700	6200	2500	138	Con 7T	6-4 1/2x5 1/4	Mod	Eis	Rem	USL	6-135	35	7.3	D, B-L	B-L 51	4 Spi	Tim 6516H	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	28	23	283	84
Godfrey 50B 29.....	29	3700	6200	2500	138	Con 7T	6-4 1/2x5 1/4	Mod	Eis	Rem	USL	6-135	35	7.3	D, B-L	B-L 51	4 Spi	Tim 6516H	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	28	23	283	84
Graham Bros. (gas-sec).....	29	3700	6200	2500	138	Con 7T	6-4 1/2x5 1/4	Mod	Eis	Rem	USL	6-135	35	7.3	D, B-L	B-L 51	4 Spi	Tim 6516H	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	28	23	283	84
Graham Bros. (gas-sec).....	29	3700	6200	2500	138	Con 7T	6-4 1/2x5 1/4	Mod	Eis	Rem	USL	6-135	35	7.3	D, B-L	B-L 51	4 Spi	Tim 6516H	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	28	23	283	84
Graham Bros. (gas-sec).....	29	3700	6200	2500	138	Con 7T	6-4 1/2x5 1/4	Mod	Eis	Rem	USL	6-135	35	7.3	D, B-L	B-L 51	4 Spi	Tim 6516H	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	28	23	283	84
Graham Bros. (gas-sec).....	29	3700	6200	2500	138	Con 7T	6-4 1/2x5 1/4	Mod	Eis	Rem	USL	6-135	35	7.3	D, B-L	B-L 51	4 Spi	Tim 6516H	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	28	23	283	84
Graham Bros. (gas-sec).....	29	3700	6200	2500	138	Con 7T	6-4 1/2x5 1/4	Mod	Eis	Rem	USL	6-135	35	7.3	D, B-L	B-L 51	4 Spi	Tim 6516H	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	28	23	283	84
Graham Bros. (gas-sec).....	29	3700	6200	2500	138	Con 7T	6-4 1/2x5 1/4	Mod	Eis	Rem	USL	6-135	35	7.3	D, B-L	B-L 51	4 Spi	Tim 6516H	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	28	23	283	84
Graham Bros. (gas-sec).....	29	3700	6200	2500	138	Con 7T	6-4 1/2x5 1/4	Mod	Eis	Rem	USL	6-135	35	7.3	D, B-L	B-L 51	4 Spi	Tim 6516H	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	28	23	283	84
Graham Bros. (gas-sec).....	29	3700	6200	2500	138	Con 7T	6-4 1/2x5 1/4	Mod	Eis	Rem	USL	6-135	35	7.3	D, B-L	B-L 51	4 Spi	Tim 6516H	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	28	23	283	84
Graham Bros. (gas-sec).....	29	3700	6200	2500	138	Con 7T	6-4 1/2x5 1/4	Mod	Eis	Rem	USL	6-135	35	7.3	D, B-L	B-L 51	4 Spi	Tim 6516H	W W	A A	Tim 1550	Ros	36x6	36x6	Bud	28	23	283	84
Graham Bros. (gas-sec).....	29	3700	6200	25																									

[illegible]

Railroad Bus Subsidiary Alleged Illegal

That the New England Transportation Company, a bus subsidiary of the New Haven Railroad system, is an out-law concern and cannot be recognized by law, was the argument of Arthur L. Shipman, a prominent Hartford attorney and counsel for the Connecticut Motor Stage Association, before the Public Utilities Commission in opposition to twelve applications of the transportation company for the establishment of bus routes in Connecticut.

The twelve lines opposed by the independents would cover 550 miles of road. Mr. Shipman argued that the company had no standing before the Commission since by the charter of the New Haven system, its admitted owner, neither its stock nor its securities can be legally held by the company.

"By amendment to its charter," said Mr. Shipman, "the rail company, by special laws, was prohibited from directly or indirectly acquiring the securities of this corporation, since they were not owned by the rail company in May, 1915. So far as Connecticut is concerned, the applicant is therefore an outlaw corporation. The Commission is a State agency. It cannot shut its eyes to an illegal act on the part of the real applicant, who is applying to the Commission for the exercise of its powers in the name of an illegally owned subsidiary. If the Commission is not to uphold the law, who is?" asked Mr. Shipman.

The point was raised that the railroad waited until private individuals and corporations had the initiative to get into the transportation field and develop the business. The railroad was severely scored by Mr. Shipman. Numerous operators of buses were heard on the proposition.

Gas-Electric Used on Rails

After testing out a gasoline motor driven car on the Delaware division of the Big Four railroad, the officials have installed a gas-electric car and trailer on the Sandusky division, which takes the place of two steam passenger trains. The distance between Springfield and Sandusky is 130 7/10 miles. The gas-electric car is of the Brill Company make, Philadelphia, and has an average speed of 58 miles an hour. The trailer is a standard steam coach and seats 80 persons. The car has express, mail and baggage compartments.

A new sales and service building is being built by the motor truck division of the Gotfredson Corporation to take care of Gotfredson owners in greater Detroit.

The building, which is one story in height and built of brick, is of Roman Doric design. The showroom has been so designed as to give the maximum amount of space to display purposes. The old sales and service building adjoining the one now under construction will be used entirely for servicing, the new one being devoted to sales work.

Electric Commercial Cars

Name and Model Number	Total Weight Resting on Four Tires	Chassis Weight—Exclusive of Battery	Minimum Load Capacity	Maximum Load Capacity	Chassis Price	Maximum Speed	Location of Battery	Mileage Per Charge	Motor	Controller	Speeds Forward	Drive	Rear Axle	Springs	Front Tires	Rear Tires	Steering Gear	Wheelbase	Per Cent of Weight on Rear Wheels
Autocar E 1F.....	10000	3650			2400		A		G-E	G-E	5	R	Own	Row	34x4	34x5	Ross	107	60
Autocar E 2D.....	15000	4300			2800		A		G-E	G-E	5	R	Own	Row	34x5	34x6	Ross	120	60
Autocar E 3H.....	18000	4900			3200		A		G-E	G-E	5	R	Own	Row	34x5	36x8	Ross	131	60
Autocar E 4Y.....	26000	6800			4000		A		G-E	G-E	5	R	Own	Row	34x6	36x6½	Ross	138	60
Autocar E 5M.....	30000	7200			4300		A		G-E	G-E	5	R	Own	Row	36x7	36x7½	Ross	138	60
C-T H-1.....	5600	2400				14	A	55	G-E	Own	4	Own	F	Shel	36x3½	36x4	W	108	67
C-T F-1.5.....	6600	2800				14	A	60	G-E	Own	4	Own	F	Shel	36x3½	36x4	W	94	67
C-T H-1.5.....	6600	2800				14	A	60	G-E	Own	4	Own	F	Shel	36x3½	36x4	W	116	67
C-T F-2.....	8000	3100				14	A	50	G-E	Own	4	Own	F	Shel	36x3½	36x5	W	96	67
C-T H-2.....	8000	3100				14	A	50	G-E	Own	4	Own	F	Shel	36x3½	36x5	W	124	67
C-T F-4.....	11950	4200				12	A	50	G-E	Own	4	Own	F	Shel	36x4	36x4½	W	116	67
C-T A-7.....	17700	5800				11	A	45	G-E	Own	4	I	D	Shel	36x6	36x4½	W	122	58
C-T F-7.....	17900	6000				11	A	45	G-E	Own	4	Own	F	Shel	36x5	36x5½	W	136	67
C-T A-10.....	22250	6500				10	A	45	G-E	Own	4	I	D	Shel	36x7	36x5½	W	132	58
C-T F-10.....	22750	7000				10	A	45	G-E	Own	4	Own	F	Shel	36x6	36x6½	W	152	67
Electruck 48.....	8700	3600	2000	3000	2000	15	A	50	G-E	G-E	4	C	Own	Eat	34x4	34x5	Gem	112	60
Electruck 39.....	10400	4200	4000	5000	2500	15	A	50	G-E	G-E	4	C	Own	Eat	34x4	34x6	Gem	122	60
Electruck 27.....	32000	12200	15000	20000	6000	12	A	50	G-E	Own	5	C	Own	Eat	36x7	40x14	Gem	168	70
Lansden Century.....	1700			1250	1600	15	S	60	G-E	Own	4	R	Flot	SP	32x4½	32x4½	Ross	108	50
Lansden Century.....	1950			2000	1850	15	S	60	G-E	Own	4	R	Flot	SP	33x5	33x5	Ross	112	50
Lansden Marathon.....	2900			2000	1850	14	A	50	G-E	Own	4	C	D	SP	36x3½	36x4	Bay	108	60
Lansden Marathon.....	4400			4000	2250	13	A	50	G-E	Own	4	C	D	SP	36x4	36x3½½	Bay	120	60
Lansden Marathon.....	5700			7000	2950	11	A	45	G-E	Own	4	C	D	SP	36x5	36x5½	Bay	133	60
Lansden Marathon.....	7500			10000	3350	10	A	40	G-E	Own	4	C	D	SP	36x6	36x6½	Bay	146	60
O. B-B.....						13			G-E	Own		C	D		36x4	36x3½½	Own	107	
O. B-C.....						11			G-E	Own		C	D		36x5	36x4	Own	135	
O. B-D.....						10			G-E	Own		C	D		36x6	36x5	Own	143	
Steinmetz 15.....	6800	2200	1000	2250	1800	18	H&S	60	Own	Own	4	R	Own	Lig	32x4½*	32x4½*	Lav	114	55
Walker 12.....	1900			1000		15	H&S	50	G-E	Own	4		Tim	Det	32x3	32x3½	Ross	104	66
Walker 15.....	2800			1500		14	A	50	West	West	5	Own	Own	Math	34x3	36x3½	Ross	94	66
Walker 22.....	3000			2000		13	A	50	West	West	5	Own	Own	Math	34x3½	36x4	Ross	101	66
Walker 42.....	4200			4000		13	A	50	West	West	5	Own	Own	Math	36x4	36x6	Ross	114	66
Walker P.....	6000			7000		11	A	40	West	West	5	Own	Own	Math	36x5	38x5½	Ross	131	66
Walker N.....	6700			10000		10	A	40	West	West	5	Own	Own	Math	36x6	38x6½	Ross	141	66
Walter HD.....	6800	2300		2000	2200	16	A	60	Diehl	G-E	5	B			32x3½	32x4	Ross	98	60
Walter EN.....	13200	4400		5000	3100	15	A	50	G-E	G-E	5	Own	D		36x4	36x7	Gem	114	60
Walter EL.....	16800	5000		7000	3700	13½	A	50	G-E	G-E	5	Own	D		36x5	36x4	Gem	132	60
Walter ES.....	23600	7200		11000	4500	12	A	50	G-E	G-E	5	Own	D		36x6	40x6	Ross	150	70
Walter ER.....	28400	7500		15000	4800	11	A	50	G-E	G-E	5	Own	D		36x7	40x7	Ross	150	70
Ward A211.....	4650	1800	600	1150		15	S	75	G-E	Own	4	W	Shel	Shel	32x3	32x3½	Own	88	56
Ward B-222.....	6000	2300	1020	1700		14	S	84	G-E	Own	4	W	Shel	Shel	32x3½	32x4	Own	91	62
Ward C-211.....	8000	2670	2170	2880		13	S	65	G-E	Own	4	W	Shel	Shel	32x3½	34x5	Own	96	64
Ward E-211.....	12000	3570	4290	5430		12½	S	56½	G-E	Own	4	W	Shel	Shel	34x4	36x6	Own	108	65
Ward G-211.....	16000	4500	6180	7760		11	S	44	G-E	Own	5	W	Shel	Shel	36x5	36x8	Own	120	68
Ward J-211.....	22500	6630	9500	11200		10	S	39½	G-E	Own	5	W	Shel	Shel	36x6	36x10	Own	136	70
Ward M-211.....	30000	8430	13780	15920		9	S	36	G-E	Own	5	W	Shel	Shel	36x7	36x7½	Own	152	71

NOTE: Battery Equipment on all above makes is at the option of the purchaser. Battery Location Abbreviations: A-amidships; H-under hood; and S-under seat

Predicts Complete Abandonment of Short Line Railroads

WITHIN the next ten years every short line railroad in the United States will be abandoned and all progressive and larger cities will have no street railways, declared S. A. Markel, of Richmond, Virginia, an official of the National Organization of Bus Operators in an address recently before the North Carolina Bus Owners' Association. "The big rail companies are realizing this and are going into the bus business," he declared. "Thirty-five railroads have already gone into the business. You need have no fear, you operators who are starting with an idea to serve the public, because the railway companies who go into the bus business are going to have to amortize bonds and debts that were floated to lay down rails, which will be useless to them. This money, according to the public's viewpoint, must come from the man who rides on their buses and they are willing to ride with the man who has no unfortunate history.

"The railway companies for a time were content to sit idly by and watch the pioneer bus concerns struggle along with their lines. But now they realize that

the motor carriers are handling two and one-half billion passengers annually over 400,000 miles of hard surfaced road contrasted with 300,000 miles of rail in the United States. The railroad companies are realizing that it is foolish to spend money fighting the establishment of the bus industry, but they are looking with a keen eye to the profits and are rapidly going into the business themselves."

A committee was appointed by H. G. Bales, president, to publish a state-wide bus schedule. It is composed of Joel W. Wright, Gastonia; L. F. Bernard, Greensboro; Al Graemer, Raleigh, and John W. Hester, Oxford, secretary and ex-officio member. In addition to publication of the schedule, the operators will shift some of the schedules in order that better connections may be made. Resolutions were passed asking that operators supply all drivers with uniforms and that a uniform drivers' code be drawn up and adopted. A resolution asking that a system of uniform checking of baggage be adopted was passed.

In his address Mr. Markel denoted as particularly iniquitous the bill which has

recently been brought to submit to Congress in which interstate bus travel is put under control of the Interstate Commerce Commission. He declared that this bill had been drawn to favor railroads as the commission is to see what effect proposed bus lines will have on the railways.

The association passed resolutions asking that in the legislative program for interstate travel the provision that all bus operators carrying passengers from one state to another who commenced the practice since March 3, 1915, be required to show that public convenience and necessity demand the line and that the present proposed bill about to be introduced in Congress which puts a three per cent tax on bus vehicles be condemned.

J. A. Blank, of the Corporation Commission, emphasized the fact that more legislation is needed and urged a greater membership in the State Organization. He said that accounting and drivers should be given more careful consideration.

Williamson Motor Co., distributors of Republic Motor Truck, Tulsa, Okla., has increased capital stock from \$15,000 to \$75,000 to take care of current expansion of its business as well as any contemplated additions in the near future.

The Motor Truck Operator Needs Your Help!

(Continued from page 8)

can use it. The highways, for which the trucks pay their share, are used for the comfort and pleasure of a nation and also traveled by thirty thousand horses and mules used in the trucking business.

"I would rather," shouted Mr. Marsh, "stand like a man with my back to the wall and fight till I dropped, and be right, than to retreat at the sound of the first gun, and be wrong."

W. B. Hines, chairman of directors, Indiana Transfer and Warehousemen's Association, says: "The various states have failed literally with reference to making a common carrier out of private contractors and the reason is because they could not handle or control shipments across state lines. Now, with this law their whole plan will be complete and the railroads and interurbans of this

country, combined with other big utilities which they serve, will have the entire public by the neck. As it will without doubt drive the motor truck competition which is serving 50 per cent of this country now (and it is only an infant) off of the highway and that is what the railroads and big utilities want."

"It is impossible to regulate the motor truck, without destroying the industry because, as 80 per cent will be individually operated and the expense of overloaded regulations will destroy the very benefit that the people now get from the motor truck and this includes the dairymen, the farmers and the business men and, in fact, everybody but a half-dozen of our big monopolies.

"No, we don't want any bus or truck regulations by Congress, of any kind, and we don't believe that the people care about giving the railroads any more control than they now have; neither does the public care for having a larger number of political jobs to offer than they now have."

most important proceeding of its kind ever known in California. It means that the Governor of the state, who appoints the Railroad commission, has harkened to the clamor that arose throughout California following the ruling of the Supreme Court. It goes clear down to the underlying principles of the right to engage in the business of transportation and the sale of motor vehicles. Transportation is affected because of the regulations imposed on the carriers and the automotive industry becomes involved because, in making "transportation companies" of all firms and individuals under the meaning of the Act, the Supreme Court simultaneously places the carriers in the category of public utilities which by law are prohibited from entering into obligations to pay covering a period of more than twelve months without first obtaining the approval of the Railroad commission. The significance of this is that the sales policies of the automotive industry which permit purchasers of equipment to have more than twelve months in which to pay off their obligations, are affected. Should the Railroad commission refuse an applicant the right to buy new equipment with deferred payments extending over a period of more than one year, in many instances their purchasing power would be restricted and the right of dealers to sell on such terms, which previously have existed, would be voided.

California Gets Into a Muddle

Railway Commission Believes it Advisable to Draft New Law as Enforcement of Present Auto Stage and Transportation Act is Causing Disruption of Highway Transportation

THE recent decision of the Supreme Court of California making it mandatory on all operators of vehicles for compensation who do not confine their activities exclusively to within the limits of an incorporated municipality to apply to the Railroad commission for a certificate of public necessity and convenience is said to have created such a furor in that state that official cognizance of the situation became necessary. As a result the Railroad commission, which issues the certificates, upon its own initiative called a conference of all interested parties throughout the state, which was held in San Francisco in December. More than 200 representatives of organizations of shippers, truck dealers, truck owners and almost all industrial organizations that are in the least concerned with highway transportation attended.

Practically everyone went to the conference with the expectation that the commission would announce a policy which would bring about an adjustment of the situation, but in this they were disappointed. The commission in its statement, made by President Harley Brundige, made no reference to its policy but stated that so many complications have arisen it was believed advisable that steps be taken looking toward the drafting of a new bill, for presentation to the 1927 State Legislature, which will amend or entirely revise the present Auto State and Transportation Act which, through interpretation of the Supreme Court, is the cause of the disruption of highway transportation in California.

This was the first time that the Railroad commission ever called such a conference for the purpose of seeking to direct legislation. The action was surprising but tended to show that at last state authorities have awakened to the importance of the use of commercial vehicles for shipping. President Brundige assured those present that the commission appreciates the necessity of the present Act being revised. He asked that those in attendance devise the ways and means and declared that the outcome would receive the support of the commission.

J. E. McCurdy of San Mateo, attorney for the Peninsula Rapid Transit Co., was chosen chairman of the meeting. A resolution was passed providing for the appointment by the commission of an advisory committee of five, to be composed of one representative of the commission, one of the franchise passenger carrier's association, one of the franchise freight carrier's association, one of the non-franchise carriers and one of the shippers. This advisory committee is to appoint a sub-committee of twenty-one selected from among the various organizations of the state that are interested. The committee of twenty-one is to meet at least once a month in various parts of the state and hold hearings to the end that sentiment may be ascertained. A report of the final findings is to be submitted to the advisory committee, which in turn will pass upon all matters referred to it and draft a bill for submission to the legislature.

Although this action has the semblance of a very simple matter, in fact it is the

Influence of Farmer Organizations Felt

Among the organizations which probably were chiefly responsible for influence being brought to bear on the state's chief executive and through him on the Railroad commission, are said to have been the Farm Bureau, Farmers' Union and the grange associations. Rural development of California is practically wholly dependent in one way or another on motor transportation. Carriers that in the past have served the farmers' needs unquestionably would be unable to prove public necessity and convenience as these needs exist chiefly and almost exclusively only at peak times when crops have to be moved. Ripening fruit must get to the packers, cannerys and warehouses with the least possible delay. This demands at peak times the services of thousands of trucks. During the other periods of the year these trucks find employment in the cities or elsewhere and under the strict interpretation of the Transportation Act it is held their owners would be unable to prove public necessity thereby warranting the operation of the equipment. If this class of owners suffered the loss of the fruit and vegetable transportation, it is contended that franchise carriers, as they now exist, would not be able to render emergency service as possession of a sufficient number of vehicles throughout the year would not be warranted were they to be in demand only at short and infrequent intervals.

It is reported that previous to the conference in San Francisco present holders of certificates of convenience and neces-

(Continued on page 58)



for Economical Transportation



The Chevrolet
1-Ton Truck with
Panel Type Body

Sturdiness and Fine Appearance at Low Cost

Designed especially for commercial service, this sturdy Chevrolet truck chassis is built with oversize rear axle and with wheels, frame and springs of heavy construction, with strength in all units to stand up under severe usage.

Finely built bodies to fit this chassis carry back the clean lines of the Chevrolet hood to present a very attractive appearance. Running boards,

front and rear fenders and electric headlights complete the favorable impression these trucks make and are included in the price of the chassis.

Its low price and small operating cost make it remarkably economical.

Ask your nearest Chevrolet dealer to show you how this Chevrolet One-Ton Truck will save you money on your transportation costs.

CHEVROLET MOTOR COMPANY, DETROIT, MICHIGAN
Division of General Motors Corporation

1-Ton Chassis \$550 f. o. b.
Flint,
Michigan

QUALITY AT LOW COST



EDITORIALS



"Roll 'Em, Boys"

THE holiday season is over. Fifteen days of the year 1926 are gone. Many New Year's resolutions have been made and broken. Everything points to a prosperous year. The motor truck industry is to be congratulated on the wonderful showing it made during 1925 with an increase of practically 30 per cent in production. The various authentic business surveys coincide in their findings, to wit, that this year will be one of the most prosperous years for business in general.

Naturally, this condition will be reflected in the motor truck industry. Trucks and buses will be in greater demand and the replacement market will also show a decided increase. All the publicity that has come across the editor's desk during the past few weeks presages a very good truck year. It gives one the satisfaction of knowing that the optimism is general and not sectional. Certain localities, of course, will do better than others.

Now, there's just one thing more which will insure the complete success of this year's program and that can be summed up in one small word—**work!**

The dealer who applies the old fashioned "roll up your sleeves and go to it" principle will have a very prosperous year.

The manufacturer who co-operates intelligently with his dealers will get his share of the business. The business is there, it's simply a case of who will get it. Competition will be somewhat keener.

This much is certain, that the dealer or manufacturer who thinks that he can ride along with the wave of prosperity without doing his part to obtain his share of the business, will be out of luck. It will be a good year for those who work for it.

About Future Loads

WHETHER the future will bring a swing around to the general usage of heavier duty trucks cannot be prognosticated. At the present time the light truck predominates on the highway. Trucks of two tons and under average approximately 90 per cent of total truck registration. Perhaps, store door delivery and co-operative hauling organizations

will play an important part some day in the demand for heavier vehicles.

Regardless of what the tendency may be, it is interesting to note that in certain lines of endeavor the designers must look ahead for years to come so as not to be caught unawares.

Therefore, when the floor system for the Delaware River bridge was designed, the heavy truck loads of today and the probable increase which may be expected in the future, are provided for by assuming 30-ton trucks on the roadway. Perhaps this is an indication that much heavier trucks will be the rule in the future. Who can tell?

Good-bye to This One

MANY popular ideas spring up spontaneously, others become popular because propaganda established them. Some popular ideas have merit, others ought to be thrown into the ash can. Under the latter classification comes the one that "motor trucks are destroying our roads." Certainly this is a bit of popular propaganda that has been hanging around for some time.

In an address made by Secretary Jardine of the United States Department of Agriculture some months ago he made some remarks which had a very salutary effect in helping to disprove this idea. "The roads we are building now," he said, "are built to accommodate the traffic they will be called upon to carry, as determined by detailed surveys. Furthermore they are being maintained. They wear out just as rails and locomotives and motor trucks wear out; but they are not destroyed."

The idea that trucks destroy roads dates back to the war period when they were actually destroyed, for two very good reasons: First, because the heavier trucks were suddenly released on roads that had not been built to accommodate them and second, because maintenance funds were declared non-essential to winning the war and were discouraged.

With the constantly increasing use of pneumatic tires even on trucks and buses of heavy tonnage and with the theory disproven that solid rubber tired vehicles destroy the roads, anti-truck interest ought to have little material evidence left to prove a popular theory.

News of the Trade

Kansas City Buses Carry 22,000 Passengers Daily

Use of Motor Buses Helps to Increase Street Car Patronage

ALTHOUGH the buses of the Kansas City Railways Company have carried an average of 21,970 passengers daily, the company's street car patronage has increased, according to figures completed recently by Francis M. Wilson, one of the receivers for the company.

The figures not only were startling to the officials of the company, but to bus manufacturers and men interested in both forms of transportation, who had expected the large motor vehicles to make inroads in the street car business.

Figures on street car and bus transportation were compiled for two weeks, November 3 to November 17. In that time, 4,887,733 passengers rode the street cars as against 4,831,372 for the same period last year, showing an increase of 56,361. In addition, the buses carried 307,590 passengers in the two weeks.

New Jersey Orders 333 Gas-Electrics

An order for 333 gas-electric motor coaches, representing an expenditure in excess of \$3,000,000 has been placed by the Public Service Railway Company of Newark, N. J., with the Yellow Truck & Coach Manufacturing Company of Chicago. Mr. Ritchie, president of the Yellow Truck & Coach Manufacturing Company, says this is the largest single motor coach order ever placed with the company.

The new equipment together with Yellow coaches operated by the Public Service Railway Company will constitute a fleet of 411 standardized motor bus units. The Public Service Railway Company during the last 2½ years has expanded its service through the purchase of independent operations and the installation of new routes until its fleet today numbers 800 coaches. As a result of extensive tests 400 vehicles of miscellaneous make will be repaired in order to bring about standardization of equipment. The New Jersey Company is the largest operator of motor coaches in America.

125% Increase in Graham Brothers Trucks

Graham Exported 3975 Trucks During 11 Months of Last Year

SHIPMENTS by Graham Brothers, motor truck manufacturers, now a unit of Dodge Brothers, Inc., for the 11 months ending November 30, 1925, amounted to 21,415 compared with 9,484 for the same period last year, representing an increase of more than 125 per cent. Eleven months' shipments are 10,628 trucks in excess of entire output of 1924, according to official figures issued by the company.

Total motor truck production for the country for the first eight months of 1925 increased 23 per cent and that of Graham Brothers for the same period increased 105 per cent.

Vastly increased exports and increased bus output account for a substantial portion of Graham Brothers' increased production. Exports for the first 11 months of 1925 were 3,975 trucks, compared with 1,325 for the same period of 1924.

COMING EVENTS

SHOWS

Atlantic City, N. J., May 17 to 21, 1926—Manufacturers exhibition and 49th convention of the National Electric Light Ass'n. Young's Million Dollar Pier.

Boston, Mass., March 6 to 13, 1926—24th annual show, Mechanics Bldg. (105,000 sq. ft.), direction Boston Automobile Dealers Ass'n., Inc., and the Boston Commercial Motor Vehicle Ass'n., Inc. Passenger cars, trucks, tractors and accessories. Chester I. Campbell, Mgr., 329 Park Square Bldg.

Buffalo, N. Y., January 16 to 23, 1926—24th annual show, 174th Armory (55,000 sq. ft.), direction Buffalo Automobile Dealers Ass'n. Passenger cars, trucks, tractors and accessories. Carlton C. Proctor, Mgr., Room No. 1, Hotel Statler.

Chattanooga, Tenn., February 14 to 19, 1926—2nd annual show, Memorial Auditorium, direction dealers of Chattanooga. Passenger cars, trucks and accessories. H. S. Smith, Chairman Show Committee, 528 Broad St.

Chicago, Ill., January 30 to February 6, 1926—26th annual show, Coliseum, direction National Automobile Chamber of Commerce. S. A. Miles, Mgr., 366 Madison Ave., New York City.

Cleveland, Ohio, January 23 to 30, 1926—25th annual show, direction the Cleveland Automobile Manufacturers and Dealers Ass'n. Passenger cars, trucks, accessories and motor boats. Herbert Buckman, Mgr., 5005 Euclid Ave.

Detroit, Mich., January 23 to 30, 1926—25th annual show, Convention Hall (200,000 sq. ft.), direction Detroit Auto Dealers Ass'n. Passenger cars, trucks, tractors, accessories, power boats and cruisers. H. H. Shuart, Mgr., Hotel Addison.

Indianapolis, Ind., February 15 to 20, 1926—15th annual show, Auto Show Bldg. (70,000 sq. ft.), direction of Indianapolis Auto Trade Ass'n. Passenger cars, trucks and accessories. John Orman, Mgr., 338 N. Delaware St.

Kansas City, Mo., February 13 to 20, 1926—20th annual show, American Royal Bldg. (250,000 sq. ft.), direction of Kansas City Motor Car Dealers Ass'n. Passenger cars, trucks, buses, tractors, accessories, aeroplanes and radio. Geo. A. Bond, Mgr., Firestone Bldg.

Minneapolis, Minn., February 6 to 13, 1926—19th annual Twin City Show, Overland Bldg. (400,000 sq. ft.), direction Minneapolis Automobile Trade Ass'n. Passenger cars, trucks, tractors, accessories, camping equipment and sportmen's goods. H. E. Wilcox, Mgr., 1030 Marshall St., N. E.

Omaha, Nebraska, February 22 to 27, 1926—21st annual show, Municipal Auditorium. Passenger cars, trucks and accessories. A. B. Waugh, Show Mgr., 1814 Douglas St.

Providence, R. I., February 6 to 13, 1926—2nd annual show, Providence Armory (80,000 sq. ft.), direction Rhode Island Automobile Dealers Ass'n. Passenger cars, trucks, accessories and perhaps radio. Chester I. Campbell, Mgr., 617 Industrial Trust Bldg.

St. Louis, Mo., February 20 to 27, 1926—19th annual show, City Market Bldg. (100,000 sq. ft.), direction St. Louis Auto Dealers Ass'n. Passenger cars, trucks, accessories and boats. Robert E. Lee, Mgr., 3124 Locust St.

San Bernardino, Cal., February 18 to 28, 1926—16th annual show, National Orange Show Bldg. (28,000 sq. ft.), direction National Orange Show Ass'n. Passenger cars, trucks, tractors and accessories. R. H. Mack, Mgr., 215 Chamber of Commerce Bldg.

San Francisco, Cal., January 30 to February 6, 1926—10th annual show, Exposition Auditorium (95,000 sq. ft.), direction the motor car dealers of San Francisco. Passenger cars, trucks, accessories and motor boats. G. A. Wahlgreen, Mgr., 215-16 Humboldt Bank Bldg.

Scranton, Penn., January 20 to 23, 1926—18th annual commercial car show, Armory, direction Scranton Motor Trades Ass'n. Hugh B. Andrew, Mgr., Board of Trade Bldg.

Syracuse, N. Y., February 8 to 13, 1926—18th annual show, direction Syracuse Automobile Dealers Ass'n. C. H. Hayes, Mgr., Hotel Syracuse.

Toledo, Ohio, February 8 to 13, 1926—18th annual show, Civic Center Garage (47,000 sq. ft.), direction Toledo Automotive Trades Ass'n. Passenger cars, trucks and accessories. T. J. Cooper, Mgr., 925 Jefferson Ave.

Washington, D. C., January 30 to February 6, 1926—Annual show, Washington Auditorium, direction of Washington Automotive Trade Ass'n., Rudolph Jose, Chairman.

Wichita, Kansas, March 2 to 5, 1926—1st annual Southwest Road Show and School, direction Wichita Thresher & Tractor Club, Inc., showing road building, maintaining machinery, accessories, materials and contractor's equipment.

CONVENTIONS

Associated Advertising Clubs of the World—Convention, June 20 to 25, 1926, Philadelphia, Pa. Carl Hunt, Mgr.

Automotive Electric Service Association and Automotive Electric Association—Joint convention, February 2 and 3, 1926, Congress Hotel, Chicago.

Illinois Automotive Trade Association—Annual meeting, February 8, 1926, Abraham Lincoln Hotel, Springfield.

Michigan Automotive Trade Association—6th annual meeting, January 27, 1926, Book-Cadillac Hotel, Detroit. W. D. Edenburn, Mgr., Hotel Addison.

National Automobile Dealers Association—Annual convention, February 1 to 3, 1926, Hotel La Salle, Chicago, Ill. C. A. Vane, Mgr., 320 N. Grand Ave., St. Louis, Mo.

National Electric Light Association—49th convention and manufacturers exhibition, May 17 to 21, 1926, Young's Million Dollar Pier, Atlantic City, N. J.

North Carolina Automotive Trade Association—Annual convention, March 17 to 18, 1926, Robert E. Lee Hotel, Winston-Salem.

Texas Automotive Dealers Association—Annual convention, May 12 and 13, 1926, Galvez Hotel, Galveston, Texas.

United States Good Roads Association and the Bankhead National Highway Association—Annual convention, June 7 to 12, 1926, Santa Monica, Cal. J. A. Rountree, Dir. Gen'l., Maudmont, 3200 Cliff Rd., Birmingham, Ala.

S. A. E.

January 19, 1926, Buffalo. Meeting. Opportunity in Transportation for the Automotive Engineers—J. E. Schipper.

January 26 to 29, 1926, Detroit. Annual meeting, General Motors Bldg.

January 27, 1926, Detroit. Carnival, Oriole Terrace.

COMING FEATURES OF CHILTON CLASS JOURNAL PUBLICATIONS

February 4—Motor Age—Chicago Show Number.

February 4—Motor World Wholesale—Chicago Show Report.

February 18—Automotive Industries—Statistical issue.

For Trucks in Every Industry



BETHLEHEM STEEL COMPANY, *General Offices:* BETHLEHEM, PA.

District Offices in the following cities:

New York	Boston	Philadelphia	Baltimore	Washington	Atlanta	Buffalo	Pittsburgh
Cincinnati	Cleveland	Detroit	Chicago	St. Louis	San Francisco	Los Angeles	

BETHLEHEM

Rolled Steel Truck Wheels

Bay State Plans Equitable Transport Laws

Nine Bills Introduced in Massachusetts Legislature to Amend Present Objections

THE Motor Coach and Bus Association of Massachusetts, Inc., for the purpose of making the law of Massachusetts relative to common carriers of passengers by motor vehicle fair and just to all transportation organizations, the railroads, street railways, motor vehicle operators, and the public, introduced nine bills in the Massachusetts Legislature.

These bills seek to amend Chapter 280, remove the objectionable features and make it a fair and workable law, and enable the Department of Public Utilities to handle the motor coach and bus transportation lines in an efficient and flexible manner. These bills are as follows:

"An act providing for licensing of motor vehicles for the carriage of passengers for hire by the Department of Public Utilities.

"An act to legalize the operation of motor vehicles for the carriage of passengers for hire in certain cases.

"An act to permit the operation of motor vehicle for the carriage of passengers for hire in certain cases.

"An act making the revocation of licenses to operate motor vehicles for the carriage of persons for hire through cities and towns subject to the approval of the Department of Public Utilities.

"An act providing for the filing with the Department of Public Utilities a bond or insurance policy to indemnify any city, town or person against damage or loss caused by the operation of motor vehicles for the carriage of persons for hire.

"An act providing for the advertising of all hearings on matters pertaining to the operation of motor vehicles for carrying of passengers for hire.

"An act to legalize the intrastate operation of motor vehicles for the carriage of passengers for hire operating over interstate routes.

"An act providing for the issuing of licenses for the carriage of passengers for hire by motor vehicles by cities and towns and the Department of Public Utilities.

"An act providing for amending Chapter 280, 1925, an act relative to common carriers of passengers by motor vehicles.

"These bills" says H. Day Baker, "represent the study of some of the highest authorities in transportation matters and should receive the support of cities and towns, the citizens of the commonwealth, the legislative representatives of the people and all motor coach and bus operators who consider proper state regulation of motor buses as the best protection of transportation investment, and the ideal way of protecting the public against undesirable transportation methods."

Optimistic Truck Outlook for the Southeast

According to Charlotte, N. C., representatives, the demand for trucks and especially motor buses is greater than ever before in the history of the industry. This is attributed largely to the progress of the two Carolinas in building systems of fine highways, as well as generally prosperous conditions.

One company began making deliveries as 1925 ended, on an order for \$200,000 worth of large motor buses bought by the Carolina Transit Company, of Columbia, S. C.

C. L. Brookshire, manager of the White Company's office at Columbia, came here to personally supervise the delivery of these buses.

Mr. Crawford announced the sale of a \$20,000 bus job to Isaac Andrews, of Spartanburg, S. C., president of the Spartanburg Loom Harness Company. That job will have all the conveniences of the modern home. The bus will be used by Mr. Andrews for personal pleasure purposes, it was announced.

Wisconsin Parts Company Adds New Building

Wisconsin Parts Co., manufacturer of Wisconsin Double Reduction and Worm Drive Axles, has completed an addition to its plant. The new building, which is a modern fire-proof brick and steel construction, increases the company's facilities 50 per cent. New machine tool equipment expressly designed to meet its manufacturing needs is now being installed.

The expansion is necessary to accommodate the large volume of business taken on during the past year.

In addition to a complete line of worm drive and double reduction axles for trucks ranging from 1 to 7 tons capacity and heavy duty buses, the company manufactures a special reversing drive unit for railway car service.

Since 1921 the company has taken over the front and rear axles business formerly conducted by the Savage Arms Corp. and has recently acquired the heavy duty front axle models manufactured by the Columbus Axle Co., Cleveland, Ohio. Approximately 75,000 of these axles were sold for which Wisconsin Parts Co. will furnish service in addition to continuing their manufacture.

Graham Brothers Announces Reductions

Price reductions covering the entire list of Dodge cars and Graham Bros. trucks were just announced by Dodge Brothers, Inc. The new Dodge commercial car prices are:

Panel commercial \$885
Screen commercial 810
Chassis 730

The new Graham Bros. prices are:

1 ton chassis \$975
1½ ton chassis 1255
MBM low chassis 1295

Federal-Aid Road Funds Apportioned to States

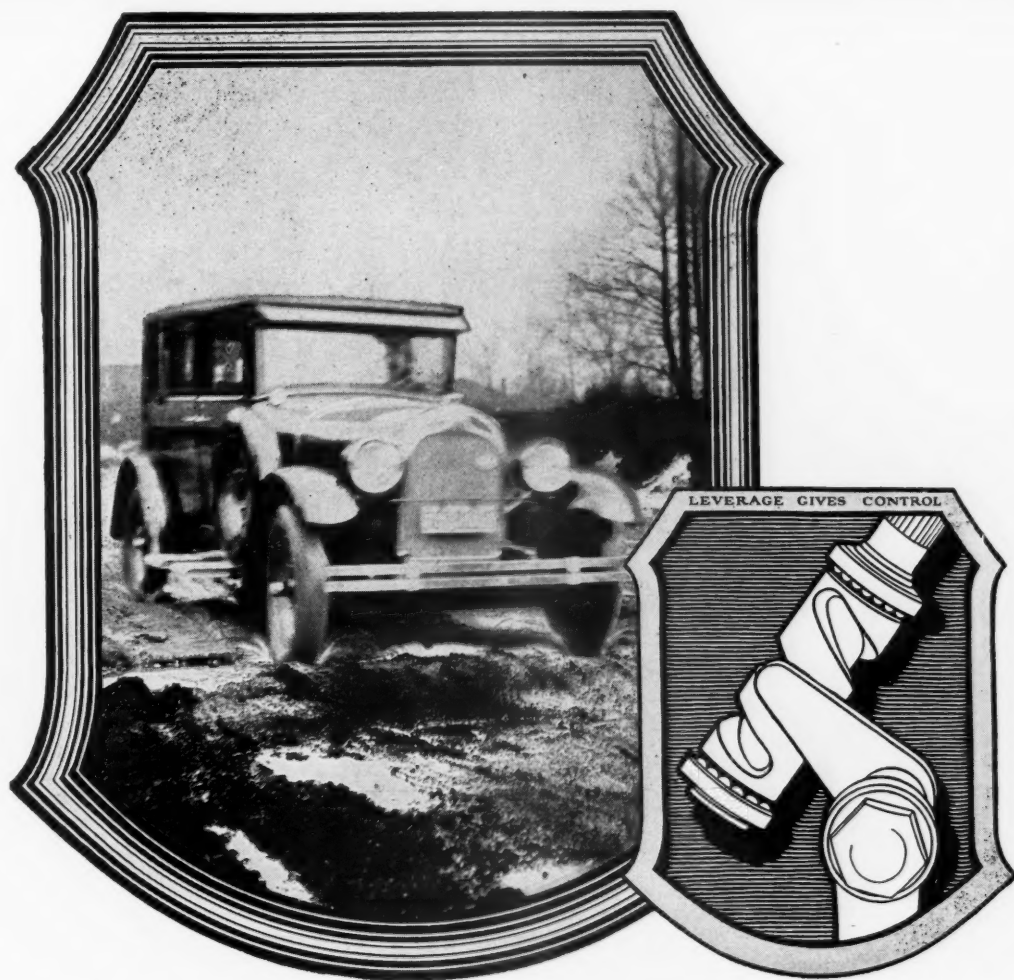
10,000 Miles of Federal-Aid Roads Were Brought to Completion During 1925

SECRETARY of Agriculture Jardine announced the apportionment of \$73,125,000 to the states for use in the construction of Federal-aid roads. This apportionment was authorized by the Post Office Appropriation Act of February 12, 1925, and is for the fiscal year beginning July 1, 1926.

The new funds will be spent entirely on the Federal-aid highway system under the same plan of cooperation with the states that has been in successful operation for ten years. The roads included in the system are the most important in the country and reach directly or indirectly every city of over 5,000 population. The bureau reports that approximately 10,000 miles of Federal-aid road were brought to completion during 1925 and indications are that the coming year will be equally successful.

The new apportionment is as follows:

State	Apportionment Fiscal Year 1927
Alabama	\$1,540,799
Arizona	1,055,908
Arkansas	1,267,907
California	2,484,706
Colorado	1,380,384
Connecticut	473,428
Delaware	365,625
Florida	897,185
Georgia	1,981,189
Idaho	936,589
Illinois	3,175,615
Indiana	1,935,890
Iowa	2,060,469
Kansas	2,072,166
Kentucky	1,416,809
Louisiana	1,000,764
Maine	683,574
Maryland	634,624
Massachusetts	1,089,055
Michigan	2,217,418
Minnesota	2,130,168
Mississippi	1,293,203
Missouri	2,406,847
Montana	1,551,660
Nebraska	1,588,138
Nevada	948,318
New Hampshire	365,625
New Jersey	934,708
New Mexico	1,187,264
New York	3,647,166
North Carolina	1,708,544
North Dakota	1,193,720
Ohio	2,777,037
Oklahoma	1,752,245
Oregon	1,182,945
Pennsylvania	3,346,920
Rhode Island	365,625
South Carolina	1,051,993
South Dakota	1,222,198
Tennessee	1,618,419
Texas	4,426,917
Utah	848,251
Vermont	365,625
Virginia	1,445,852
Washington	1,130,080
West Virginia	793,936
Wisconsin	1,870,262
Wyoming	935,594
Hawaii	365,625
Total	\$73,125,000




When Roads Thaw

THAWING roads . . . melting snow . . . mire clinging tenaciously to your wheels. Mean, tricky driving—but not the tiring task it used to be, for your Ross Cam and Lever Steering Gear gives new steering ease and stability of control. In every emergency—under all conditions—Ross supplies imperative steering advantages.

At the Chicago Show—Space 91—Coliseum

ROSS GEAR AND TOOL COMPANY, 760 Heath Street, Lafayette, Indiana

ROSS
CAM and LEVER  **STEERING GEARS**
EASIER STEERING LESS ROAD SHOCK

1925 Commercial Vehicle Output 492,000

Production of motor vehicles in 1925 reached a new high record of 3,883,000 cars and 492,000 trucks or a total of 4,325,000, according to a statement issued this week by Charles Clifton, president of the National Automobile Chamber of Commerce.

The highest previous year's production was in 1923 when 4,086,000 cars and trucks were produced.

The wholesale value of cars and trucks manufactured this year approximates three billion dollars.

This year has been particularly favorable for the motor truck industry, which turned out close to 500,000 vehicles, the exact estimate being 492,000. This is nearly 12 per cent of the total output of the industry.

Figures, as in the case of monthly statements, include the production of Canadian plants making cars of U. S. design.

This year the export figures passed 550,000 as compared with 386,000 last year. Accordingly, it is clear that a large part of the new record in production should be credited to the foreign market.

India Tire Celebrates 4th Anniversary

A banquet was held at the Whitcomb Hotel, San Francisco, recently, celebrating the 4th anniversary of the entry of the India Tire & Rubber Company, Akron, Ohio, into the Pacific Coast market.

J. M. Alderfer, president of the company, was the principal speaker of the evening. He pointed to the enormous increase in the use of trucks and buses during the past two years, and stressed the importance of all India dealers going after this class of business.

A new heavy service inner tube for buses and trucks was announced by Alderfer at this meeting. It is to be known as the India True-Blue "Heat-Proof" Inner Tube.

Other speakers at the banquet were F. L. Ryan, Pacific Coast manager for the India Company and Frank T. Price, India tire distributor for Los Angeles.

A two-day sales conference of the Pacific Coast India dealers and salesmen was also held at the same time. In all about 150 dealers and salesmen met, from all parts of the Pacific Coast.

A Booklet on Endless Belts has just been issued by the L. H. Gilmer Co., of Philadelphia. It contains engineering data on small belt drives such as are used for automobile fans and small machine tools. Subjects discussed include belt speeds, ratio of pulley diameter to belt thickness, pulley flanges, crowning, take-up, etc. Much of the information is now printed for the first time. The booklet is illustrated with numerous photographs showing how small belts have been applied to unusual drives.

Ross Gear Erects New Buildings

New factory units which will give a 25 per cent increase in floor space, and which will vastly increase manufacturing facilities, are under construction at the plant of the Ross Gear and Tool Company, in Lafayette, Ind., and additional ground adjoining the present factory has been purchased to permit even further expansion.

The new units are of the most modern factory construction, and will be absolutely fireproof. The floors will be of concrete, walls of brick, and the roof of concrete supported by steel girders. All windows and doors will be of steel frame construction. Ten thousand square feet of floor space in one of the new units is to be utilized by the shipping department, while 6,500 square feet in another unit will more than double the capacity of the heat-treating department. On completion of the units, the Ross factory will cover more than 75,000 square feet of floor space, all devoted to the production of Ross steering gears.

Auto-Renters Organize National Association

The National Auto-Renters Association, Inc., with headquarters in Toledo, Ohio, has been formed to provide for the operators the advantages and economies of large scale, standardized operation; insurance protection under forms of policies materially broader in coverage and lower in cost than from companies upon individual application, and the establishment of a standard bookkeeping and accounting system for members, including all necessary forms. Provisions are made for a substantial advertising campaign for subscribers that will increase the patronage of the operators belonging to the association, according to officials.

Atlanta Branch Shows 300% Increase

Salesmen for the International Harvester Co. motor truck department, and dealers handling the truck in the Atlanta territory, were told at the annual meeting of the sales organization held in Atlanta recently that the company's truck sales during 1925 have been approximately 300 per cent larger than they were in this territory last year, and that all indications portend an increase of at least 100 per cent during 1926 over 1925.

Three Los Angeles motor truck salesmen have become members in the Federal Star Club. J. E. Armstrong, Ernest J. Le Grand and R. E. Shepperd, of the Los Angeles organization of the Federal Motor Truck Company of California, are the trio to gain this distinction and are now on a complimentary trip to Detroit, visiting the Federal factory. Each man has been presented with a valuable diamond pin in recognition of his work.

Wisconsin to Study Intra and Inter-State Regulation

Early plans are already being made for a meeting of Wisconsin state authorities to be held in this city next November, to take up the matter of intra and inter-state bus regulation. The purpose of the meeting will be to formulate a uniform proposal to be submitted to the state legislature in 1927.

The Wisconsin law to be enacted at that time will make provision for reciprocity between Wisconsin and other states in the matter of licensing trucks engaged in inter-state traffic. This subject was threshed out to an amicable solution at a meeting of auto licensing heads of Wisconsin, South Dakota, Illinois, Nebraska, Minnesota and Iowa, called by C. E. Coyne, secretary of state of South Dakota and held in St. Paul late in December. The Midwest Motor Directors' Association, of which Fred R. Zimmerman, Wisconsin, is president, is working on the problem also.

Continental Set for 1926

At the regular meeting of the Board of Directors of Continental Motors Corporation, held Tuesday, the regular quarterly dividend at the rate of 80 cents per share per annum was declared payable January 30 to stockholders of record January 16.

When discussing business for the past year, Ross W. Judson, president, said, "We are very well satisfied with the business done by our corporation during 1925, and are going into 1926 with increased orders on our books, and expect that the business done during the coming year will be much in excess of 1925 business."

"We have completed negotiations with large quantity producers of automobiles, which will materially increase our production. This is especially true of the light car field."

Kleiber Opens Oakland Branch

The Kleiber Motor Company of San Francisco, opened its permanent factory branch for sales and service of Kleiber cars and trucks, December 19, at the corner of Eighteenth Ave. and East Twelfth St., Oakland. This branch replaces the temporary location at 2919 Broadway. Jack Lynch, Frank J. Gasper and Clarence A. Hunt, the Kleiber Company's Alameda county representatives, are in charge of the new branch.

An interesting feature of the Kleiber truck is that it is custom-built, each truck being constructed to fit the needs of the man by whom it is ordered. Oil companies have more than 400 of these trucks at work on the Pacific Coast, and the first one built, twelve years ago, is still going strong after continuous service over all that period.

The Budd Wheel Company has appointed a new distributor in Syracuse, N. Y., Louis Vaeths Sons, of 31832 S. West street. The new distributor now has exclusive charge of the Budd Wheel interests in Syracuse.



1926

YOUR OPPORTUNITY AND OURS

The Motor Truck Industry has staged its most successful comeback.

Business is back to normal—and then some.

Better still, conditions were never more favorable for continued steady increases. The outlook is good.

In 1925 Ruggles Trucks made a 100% gain in sales and production.

Month after month business is growing better and better.

Ruggles production counts among the real leaders in the truck industry.

Dealers everywhere predict Ruggles sales will be doubled in 1926.

On every hand there are definite assurances of confidence.

Dealers are alert and taking advantage of today's unprecedented opportunity for the sale of all types of commercial vehicles.

Ruggles is ready with many new models, outstanding improvements and bigger values than ever before to help dealers make sales.

Nowhere can you find a more complete range of sizes and models in both "Fours" and "Sixes" for every commercial or passenger transportation requirement. The Ruggles line is complete.

Nowhere will you find a more profitable line to sell or a more attractive business basis on which to work.

Get the facts about the Ruggles proposition. Write.

Ruggles Motor Truck Company

Saginaw, Michigan, U. S. A.

RUGGLES

TRUCKS, BUSES AND DE LUXE MOTOR COACHES

Personals

C. L. Ailes has recently been appointed advertising manager of the Galion Iron Works & Mfg. Co., of Galion, Ohio. Mr. Ailes has been for some time associate advertising manager of United Alloy Steel Corp. of Canton, Ohio, and has been associated with United Alloy advertising for the last eight years.

Forrest Akers, formerly sales manager of the Reo Motor Car Co. and later director of districts for Dodge Brothers, has joined the Chrysler forces. Akers will conduct sales promotion work. His long sales experience also includes supervision of the sales of Republic trucks.

Ray H. Allen, who has been director of purchase for Dodge Brothers, Inc., has retired. His work will be taken over by A. V. Mitchell, vice-president in charge of production. The rest of the personnel of the purchasing department remains unchanged.

M. W. Bartlett, president of the Splittorf Electrical Company, has reported to the Splittorf-Bethlehem directorate that there has been an increase in magneto business of approximately 100 per cent during the past five months over the corresponding period of last year.

Albert Champion, president of the AC Spark Plug Co. and **Walter Briggs**, president of the Briggs Manufacturing Co., were among the Americans returning from Europe last week. Both had been abroad for a period of about two months, having sailed for Europe on the same date, October 7.

G. A. Dockeray, formerly general manager of the Moreland Motor Truck Co., Los Angeles truck manufacturer, has accepted the post of general sales manager of the Eagle Radiator Mfg. Co., Los Angeles. The company manufactures Eskimo radiators. **W. W. Van Deusen**, president of the company, announces plans for establishing a second factory at Oakland.

Irving W. Edwards, for the past year Pacific Coast representative of the Eisemann Magneto Corp., is transferred to Detroit, succeeding **E. H. Hohenthal**, resigned, as district manager. **O. L. Bachman**, who has acted as traveling service representative in the Detroit territory since 1919, succeeds Mr. Bachman with headquarters at San Francisco. **R. E. Dinnsen** has been appointed assistant manager of the Chicago branch, succeeding **C. M. Montz**, resigned.

D. C. Fenner, director of public relations of Mack Trucks, Inc., sailed on Saturday on the "American Legion" for Buenos Aires, to be gone for several months on business.

W. E. Fish, general manager of the Auto-car Sales & Service Corp., Buffalo, N. Y., states that the new Buffalo headquarters will be finished about April 1st. The new station will contain 23,000 sq. ft. of floor space, all on the ground floor.

E. B. Flanagan recently terminated his connection with the Sheldon Axle & Spring Co. and has opened an office at 65 West South St., Wilkes-Barre, Pa., where he specializes in the design of vehicle brakes.

Robert E. Fulton, vice-president of Mack Trucks, Inc. and **William Brewster**, president of Brewster & Co., have been elected directors of Rolls-Royce of America, Inc.

Robert C. Graham has been elected vice-president and general sales manager of Dodge Brothers, Inc., succeeding **F. L. Sanford**, formerly sales manager, who has taken over the Dodge dealership at Indianapolis.

F. C. Horner has been appointed assistant to vice-president **Alfred H. Swayne**, chairman of the General Motors Corporation's Traffic Association. Mr. Horner will be in charge of the development of the commercial motor vehicle field on steam and electric railroads.

F. B. Lautzenhiser, formerly chief inspector and service manager of the Service Motors Corp., Wabash, Ind., has become affiliated with the Lehigh Co., Allentown, Pa., in the capacity of assistant sales manager. Previous to going with the Service Motors Corp. in 1922, Mr. Lautzenhiser was for a number of years connected with the International Harvester Co. at both the Akron factory and the Charlotte, N. C., branch.

Arthur Lazarus, former chief of the cost accounting bureau of the U. S. Chamber of Commerce, has been appointed managing director of the United Publishers Corp.'s bureau of business economics.

Joseph H. McDuffee has been made general sales manager of the Prest-O-Lite Co., Inc., and will be in general charge of battery and automobile gas sales activities. McDuffee has been connected with Prest-O-Lite for the past year, and has had a long record in the manufacturing field. He was at one time president of Elgin Motors, Inc., and before that assistant general manager of the Cole Motor Car Co.

Walter L. Malotte, the Michigan representative of the Hannum Manufacturing Co., opened a branch office in the General Motors Building, 128, 4th floor, Detroit, Mich., January 1st.

O. T. Muehlemyer, of the Rodman Chemical Company, Verona, Pa., has been appointed district manager of Illinois, Iowa and Wisconsin. Mr. Muehlemyer was formerly metallurgist of the Barber-Cokman Company of Rockford, Illinois.

W. J. Nugent, vice-president and general manager of the Nugent Steel Castings Company, Chicago, has been elected president to succeed **Charles Piez**. He has been associated with the company since 1918. **Prentiss Coonley** has been elected vice-president and **C. A. MacDonald**, secretary, has been elected to fill a vacancy on the board of directors.

Carl Parker, manager of the bus department of the Reo Motor Car Co., has been appointed non-resident lecturer of Highway Transportation at the University of Michigan.

H. A. Rock, president of the Van Dorn Iron Works, Cleveland, Ohio, has just announced that he has arranged with the Metropolitan Life Insurance Co. of New York to insure the 540 employees of his company under a group insurance plan. The insurance amounts in all to approximately \$900,000.

Granville P. Rogers, formerly sales manager, General Automotive Equipment Dept., Johns Manville, Inc., has severed his association with that organization. Prior to his work with John Manville, Rogers was vice-president and director of sales and advertising of the Kant-Rust Products Corp. He was also at one time general sales and advertising manager of the Pyrene Mfg. Co., Inc. His plans for the future are undisclosed.

C. C. Smith, president and **T. G. Jackson**, vice-president and sales manager of the Master Motor Truck Co., Chicago, have bought out the interests of **Henry Moses** and **M. Levinson** in that company. Messrs. Smith and Jackson are now sole owners of the Master Motor Truck Co. and of the organization which formerly sold parts for these trucks.

S. A. Stephens has been appointed manager of sales, eastern division of Dodge Brothers, Inc. **W. R. Heilman**, manager of sales, southern division; **William M. Purves**, manager of sales, central division; **H. W. Sherer**, manager of sales, western division. Headquarters offices for each of the divisions will be announced later.

C. A. Triphagen was elected director at the annual meeting of Reo Motor Car Co. stockholders, to replace **R. C. Rueschaw**, deceased. Other directors were re-elected. At a subsequent meeting, officers were re-elected.

R. M. Vandivert has been appointed advertising and sales promotion manager of the Fabrikoid Division of E. I. du Pont de Nemours & Co. with headquarters at Newburgh, N. Y. He is widely known in the advertising field, and was also formerly connected with the publishing business.

E. E. Warfield has resigned as vice-president in charge of sales of the Gill Manufacturing Co. His plans have not been announced. **George A. Cramer**, advertising and assistant sales manager of this concern, also has resigned.

Hayes, of Republic, Sees Healthy 1926

"I cannot look upon 1926 with anything other than the greatest optimism, so far as the motor truck industry is concerned," says **O. W. Hayes**, president, Republic Motor Truck Co., Inc. On every hand the signs for one of our most prosperous years are not lacking.

The motor truck is a big part of the actual production forces of the nation. Therefore when our national industries prosper, the motor truck has work to do and the truck market booms.

My reasons for predicting a prosperous year for the motor truck industry are many. In the first place, the truck industry is on a solid foundation. By that I mean it has not over-expanded its producing capacity, nor has it a big surplus of new trucks on hand to be disposed of. Neither has it, generally speaking, a surplus inventory—a situation which has proved disastrous in some instances in the past.

For the past few years, the motor truck manufacturers have been going along on a sound, sensible basis, building only what the demand called for and not attempting to load the dealers with trucks they could not sell.

The result is that the truck industry is entering the year 1926 with a clean slate, and all new business will mean the building of just that many trucks.

Now then, to ascertain the truck demand requires an analysis of general conditions. Stocks have shown a decided upward trend, and while that is not a safe gauge, yet it is an indication. Tax reductions, too, mean a more ambitious industrial program in 1926, because capital will not be so severely penalized as in the past few years. Industrial activity again means a greater call for trucks.

Then there is the motor bus—one of the greatest single truck markets opened up. At the present time there are about 65,000 buses in operation. It is predicted that this number will be increased to 300,000 by 1930.

One of the strongest assurances of the future of the truck industry is the tremendous good roads program which is under way in every state in the Union.

Every industrial and commercial institution is rapidly motorizing its transportation system—express companies, ice companies, milk companies, department stores, factories, newspapers—all of them have turned to the motor truck, not only for more economical transportation of their products, but for greater speed and efficiency.



your Stock of Parts were on the Auction Block -what would it bring?



Sold only in trade-
marked packages at
prices the same every-
where.

SUPPOSE your stock of replacement parts
were up at auction and all the other deal-
ers came to buy—what would they bid on?

You know the answer — They would be
anxious to get the parts bearing a well known
trade-mark, backed by a responsible maker.
The "gyp" parts with nothing back of them
would never get a bid.

You are getting assured value when you stock King
Replacement Parts—Piston Pins, Piston Pin Set Screws,
Spring Shackle Bolts, Steering Knuckle Bolts and Bush-
ings, Tie Rod Bolts and Bushings.

They are made to the exact specifications of the orig-
inal manufacturer, to the highest quality standards.

KING QUALITY PRODUCTS, INC.
BUFFALO, N. Y.

Branches:

Kansas City, Chicago, Bridgeburg, Ont., London, Eng.

KING

Quality Replacement Parts



California Gets Into a Muddle

(Continued from page 47)

sity had prepared a large number of John Doe warrants which were to be placed in the hands of enforcement officers and served upon sight on all commercial vehicles the owners of which do not have at this time a certificate from the Railroad commission. It is understood, but not a matter of record, that the certified carriers have been instructed to withhold serving these injunctions except possibly in very severe cases. Although there is no commitment as to its action, by the commission, it is believed that its authority as laid down in the recent decision of the Supreme Court will not be exercised to the fullest extent. The nominating election for the office of governor of California will be held in the spring and there are some who claim that proceedings have a political flavor.

Ever since the Supreme Court announced its ruling, which was in October, the sale of commercial vehicles in California has been affected. Contemplating purchasers have been afraid to buy equipment because they did not know if they would be granted certificates of necessity and convenience. Dealers throughout the state report the cancellation of many agreements to buy. As practically all trucks that are not sold to private users are put in service for compensation and as few operations are confined exclusively to an incorporated city, the number of potential buyers has been reduced approximately 90 per cent. The sale of used trucks has been hit particularly hard. Even dump equipment is affected, because in Southern California, the largest market for this type, practically all sources of supply of building material are outside of the principal cities. In Los Angeles, the biggest dump truck market in the state, building conditions necessitate transportation through the surrounding communities, which takes the trucks outside the limits of Los Angeles thereby automatically putting their owners under the jurisdiction of the Railroad commission and making them prove public necessity and convenience. Even the use of dump trucks in excavation work would be impaired if the law were enforced, because practically all of the dumps for excavation debris are outside of the city limits.

Powell Increases Its Production

A contract has been granted for an addition to the Powell muffler factory, Utica, N. Y., of a new two-story building for increasing the manufacture of Powell replacement Mufflers.

The new building will be used especially for the replacement branch of the business and will be ready for occupation shortly.

It will greatly enlarge the capacity for replacement mufflers and is an addition to the regular factory equipment, which includes mufflers for more than 60 different companies in the United States and Europe.

Gillig Builds Branch in Spokane

Establishment of a factory branch in Spokane, involving an investment of \$50,000 in machinery and stock and employment of 50 men, was announced recently by Gillig Brothers, Inc., of San Francisco, manufacturers of transportation bus and truck bodies, with R. Dawson, formerly of San Francisco, as local manager.

"We expect a good transportation body business and Spokane will be the distributing center for Washington, eastern Oregon, Idaho, Montana, North Dakota and northern Utah," said Mr. Dawson.

"A complete line of commercial bodies will be carried in stock and the special bodies, such as large buses, will be manufactured in Spokane."

Announce Service Plan for Small Motors

A new plan for servicing all fractional horsepower motors, whether sold alone or as part of an appliance, has been announced by the Westinghouse Electric & Manufacturing Company.

Under this service plan, in case a motor becomes inoperative, the dealer from whom the appliance was purchased should first be notified. Dealers who sell these appliances are generally equipped to take care of service and repairs to Westinghouse small motors. In case the dealer cannot make the necessary repairs, the motor will be shipped direct to the nearest Westinghouse service shop. All Westinghouse service shops have a supply of standard renewal parts, so that in practically all cases repairs can be made without delay.

New Registration Fees Bother Massachusetts

Massachusetts is having its troubles over the new scale of fees that go into effect for 1926 whereby a number of cars have been given an upward jump through the new hp. rating devised by the Department of Public Works. Thousands of owners have sent in their registrations with a check for the same amount as last year only to have them returned and to be told they have not sent in enough money.

Truck owners, too, are having their difficulties. Under the new truck law of a minimum of \$20 and then a graded amount of 50 cents per hp., which the registrar of motor vehicles has defined as meaning \$5 for every 1,000 pounds or fraction thereof, it means confusion for owners to determine just what tonnage to rate their machines. At one time it was said that all trucks would be graded upon a basis whereby if they went 400 or 500 pounds over the ton they would pay the minimum and if they went 600 pounds or over the amount would be the next higher amount. But apparently the views of the commissioner and the registrar do not coincide, for the latter sent out a statement giving the figures as \$5 for every 1,000 pounds or fraction thereof.

Springfield Drivers Establish "No Accident" Record

Seventy-three companies of Springfield, Mass., went through a three months' "No Accident" campaign without a single accident to any member of their motor fleets. Including in this 100 per cent list were the American Bosch Magneto Corp., Rolls-Royce of America, Inc., Moore Drop Forging Co., Indian Motorcycle Co., Van Norman Machine Tool Co., Westinghouse Electric & Mfg. Co., Springfield Motor Specialties Co., Tide Water Oil Sales Co., Interstate Buses Corp., Golden Sunset Auto Tours, Inc., and the Naugatuck Valley Coach Lines.

There were 1,075 drivers enrolled in this campaign, which ended Oct. 31. Of 860 drivers on whom reports have been turned in thus far, only 85, or fewer than 10 per cent, were involved in accidents. These, with the exception of one fatality, were all of a minor nature, and in the case of the fatal accident the driver was absolved from blame. One fleet of 66 drivers covered 200,000 miles with only seven minor accidents entailing a total damage of not exceeding \$50.

The campaign is regarded by Lloyd A. Blanchard, manager of the Springfield Safety Council, as decidedly beneficial and furnishing strong evidence of the competence and prudence of commercial drivers.

New Mack Plant in St. Paul

The Mack International Motor Truck Co., with the arrival from Chicago of James Bell to become factory branch manager, has decided to build at once a \$600,000 plant in St. Paul, Minn. This is the start on a 20 year expansion program. Territory assigned to the new branch is Minnesota, North and South Dakota, Iowa, Nebraska, Colorado, Montana and Wyoming.

William Whitefore, assistant to the vice-president of the Twin City Rapid Transit Co., the street railway, has resigned to go with the Mack Company. He has been handling transportation for several years, at one time being manager of the trolley company.

Clyde Truck Plant to be Sold

Plant and equipment of the Clydesdale Co., of Clydes, Ohio, will be sold by order of Federal Judge Killitts of Ohio. The company went into receivership on September 16. The Commerce Guardian Trust and Savings Bank of Toledo, was appointed receiver, under whose direction the property will be sold by the Industrial Plants Corp.

W. A. Watson, of Sebring, Ohio, who operates a bus line between Sebring and Alliance has filed charges with the Motor Vehicle department of the Public Utilities Commission claiming that the Stark Electric Co., of Alliance, has reduced its fare to less than one cent a mile in order to force out the competition of motor buses. He asks the commission to refuse the electric company the privilege of so reducing its fares.

BUCK TRUCKS



*Built for 1926 Needs
on a "Speed Plus Safety" Standard*

MODERN needs have created new standards resulting in the development of the Buck Line of Motor Trucks. The success and popularity of these trucks in territories where they have been introduced is truly astonishing and proves that *what was good enough two years ago is behind the times today.*

Power — speed — *absolute* dependability and economy under all conditions are the requirements demanded by truck buyers—and best supplied by Buck.

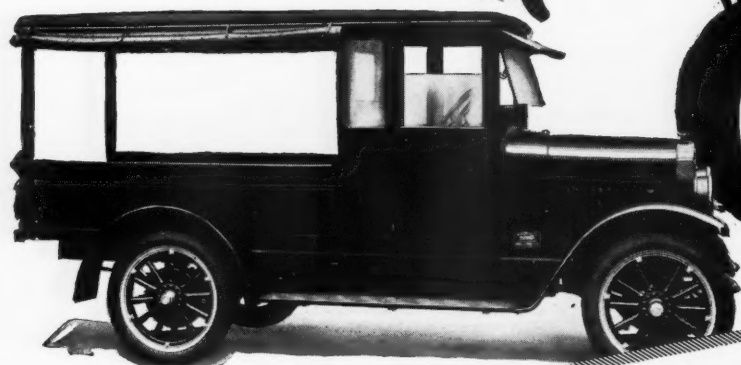
Ten models of 1½ to 7½ tons permit you to satisfy every requirement of any customer. Two are 4-cylinder speed chassis, two 6-cylinder models with remarkable performance, six heavy-duty chassis having 7-speed-forward-2-reverse transmission.

Buck Trucks are sold exclusively through dealers wherever dealers are available. You will be interested in our proposition. Write us.



The Buck Motor Truck Company
Bellevue, Ohio, U. S. A.

A 3 1/4 Ton Speed Truck



CHASSIS PRICE

at \$895

"Buddy" Stewart

"Buddy" is not only a remarkable truck at the price, but a remarkable truck at any price.

It exactly meets light delivery needs in power, capacity, dependable service, long life, low operating cost, and still sells at a lower price than any truck of its size and quality.

It is all truck—not a converted passenger car, not a one-year truck but a truck built to last for years—as good looking as it is reliable.

"Buddy" has a SIX-CYLINDER 40 h. p. Continental motor, remarkable for its gasoline economy and freedom from vibration—it gives 18 to 22 miles to the gallon of gasoline.

Rear springs 50 inches long, 2 1/2 inches wide, 32 x 4 cord tires insure easy riding comfort. Gemmer steering gear, large efficient brakes make it an easy truck to handle.

Think of the five inch frame, the big ten inch single plate clutch, the sturdy bevel axle. Timken bearings in front and rear axle insure long wear. Wheelbase, 118 inches, suitable for seven-foot body.

All the newest equipment—Zenith carburetor, electric lights and starter. Speedometer, oil gage and ammeter mounted on the dash under a glass panel.

Look it over, point for point, drive it and you will be convinced that "Buddy" is the greatest value on the American market.

Hundreds of
Stewart fleets
have grown
from a single
Truck

Other Models

4 and 6 Cylinder Motors

1 Ton Speed Truck
1 1/4 Ton Speed Truck
1 1/2-2 Ton Speed Truck
2 Ton, 2 1/2-3 Ton, 3 1/2-4 Ton
Also 18 and 25 Passenger
Bus Chassis

All Prices f. o. b. Buffalo,
plus tax

Stewart

MOTOR TRUCKS

STEWART MOTOR CORPORATION, BUFFALO, N. Y.
EXPORT BRANCH—Dept. 3, 90 West Street, New York, N. Y. All Codes Used.

TO DEALERS

Here is a rare opportunity to build sales volume quickly.

"Buddy" is an outstanding offering from a quality standpoint. It establishes a new price standard in the delivery truck field.

And "Buddy" is only one of the complete line of quality speed trucks which make the Stewart franchise a valuable asset. Write or wire for particulars.

Stewart Motor Corporation
Buffalo, N. Y.

There are thousands of Stewarts in daily service in the United States and in 43 Foreign Countries.
Many 8, 10 and even 12 year old Stewarts still giving service.

FREE: Something to help you make greater profit... selling tires. A real money making idea. Read details below. Find out about this . . . today.

Now—we help you CLOSE truck and bus cord sales!

...and allow you double the normal profit you now make! Here's something new. A sound, practical idea to help you make more money selling tires!

By RAY H. PADDOCK

Here's what you get:

A PROPOSITION that makes it possible to actually demonstrate to your customer or prospect. *Without obligation—to your client, or to yourself!*

Back this up with a tire that's dead right—in size, weight, price. One that *your own tire judgment* will back to the limit—when you see it.

We absorb credit risk

Best of all—you *don't have to worry about money.* If conditions are right—the prospect is right—we make all arrangements for absorption of credit.

If there were any risk—it would be ours. But we made this tire—know the solid stuff that's in it—therefore, we're able to back you to the limit with this unusual sales help.

Compare this tire

The *Murray* is ten ply, finest long staple cord fabric—full 1¼" staple. By frictioning process with heavy steel calendars, rubber is driven through the fabric—*completely impregnated.*

Double breaker—Double cushion—covered with the most costly tread we ever put on an automobile tire!

The 36 x 6 weighs 71 lbs. without flap or wrapper. Compare this in weight—in size, appearance and durability with any tire you've ever handled. **And remember:**

You can't get mileage out of a tire by writing it in . . . you've got to build it in.

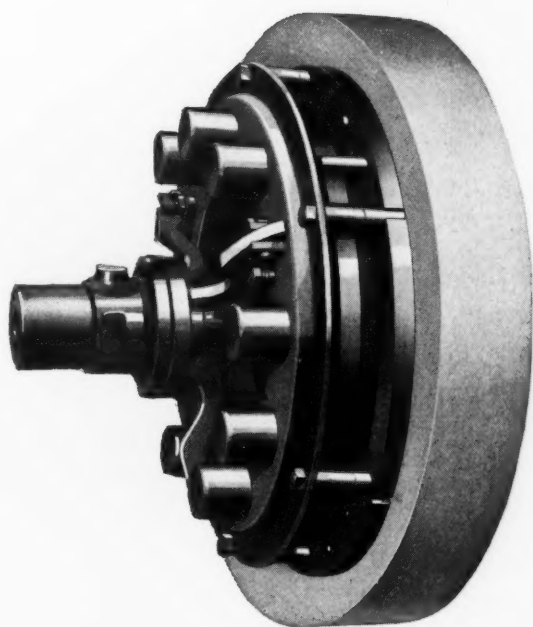
Write me—today. Only one dealer in each town can work this new, special proposition. You must act quickly—*right now!* At least find out about this unusual opportunity—how it will help you—to more sales, greater profit.

RAY H. PADDOCK



MURRAY RUBBER COMPANY, Trenton, N. J.

New Yellow Coach Is Long Equipped

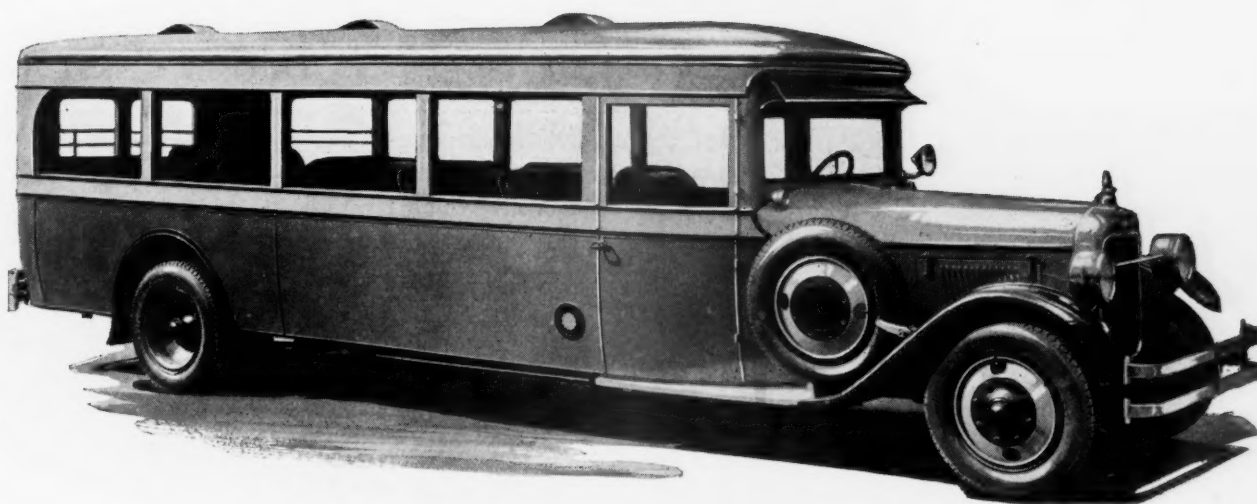


The new Yellow Coach illustrated below is equipped with the Long Clutch.

Long Radiators are used on *all* models.

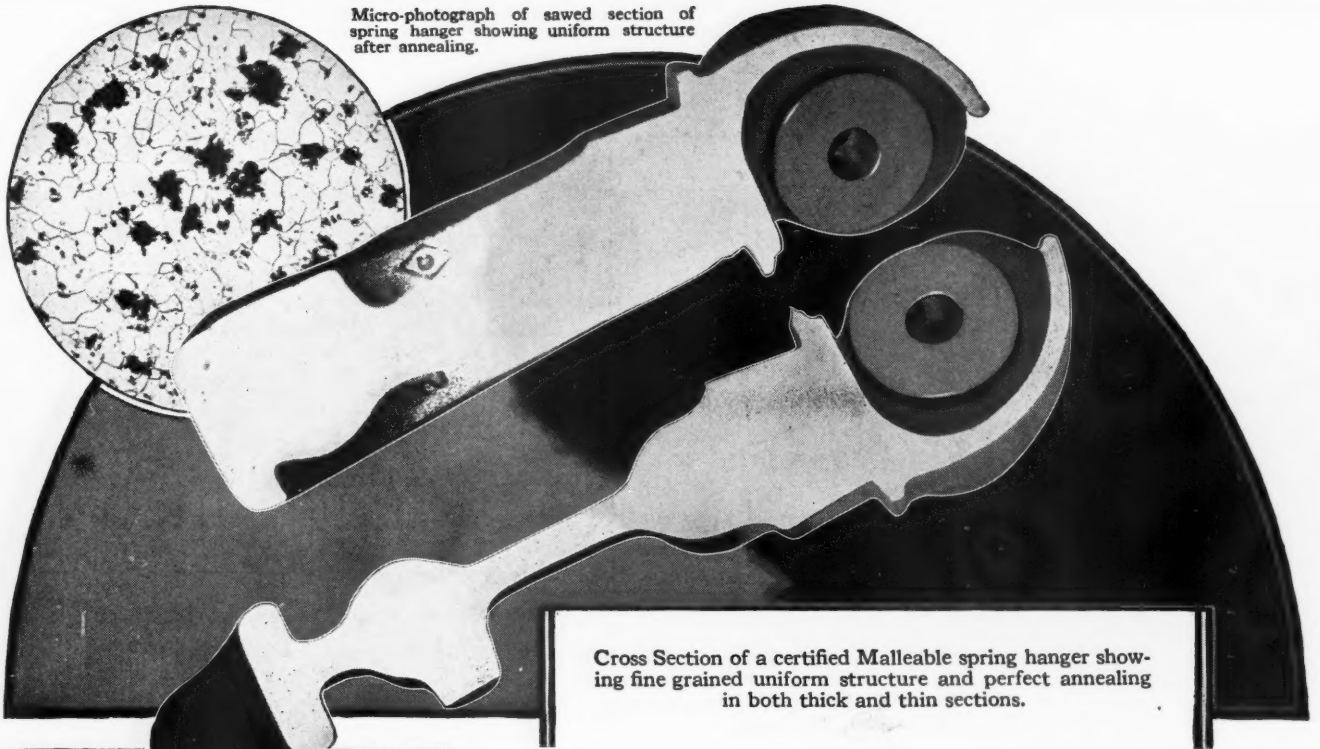
LONG MANUFACTURING CO.
DETROIT MICHIGAN

LONG



LONG PRODUCTS—Automotive Clutches & Radiators

Micro-photograph of sawed section of spring hanger showing uniform structure after annealing.



Cross Section of a certified Malleable spring hanger showing fine grained uniform structure and perfect annealing in both thick and thin sections.

**Certificate Holders for the Quarter
Ending Sept. 30, 1925**

Albany Malleable Iron Co.	Voorheesville, N. Y.
Albion Malleable Iron Co.	Albion, Mich.
American Chain Co.	Bridgeport, Conn.
American Malleable Castings Co.	Marion, O.
American Malleable Co.	Lancaster, N. Y. and Orosco, Mich.
Badger Malleable & Mfg. Co.	South Milwaukee, Wis.
Baltimore Malleable Iron & Steel Casting Co.	Baltimore, Md.
Belle City Malleable Iron Co.	Racine, Wis.
Chain Belt Co.	Milwaukee, Wis.
Chicago Malleable Castings Co.	West Pullman, Chicago, Ill.
Columbia Malleable Castings Co.	Columbia, Pa.
Columbus Malleable Iron Co., The	Columbus, O.
Danville Malleable Iron Co.	Danville, Ill.
Dayton Malleable Iron Co.	Dayton, O., Ironton, O., and Canton, O.
Decatur Malleable Iron Co.	Decatur, Ill.
Devlin Mfg. Co., Thomas	Philadelphia, Pa.
Eastern Malleable Iron Co., The	Naugatuck Malleable Iron Works, Naugatuck, Conn.; Bridgeport Malleable Iron Works, Bridgeport, Conn.; Troy Malleable Iron Works, Troy, N. Y.; Wilmington Malleable Iron Works, Wilmington, Del.; Vulcan Iron Works, New Britain, Conn.
Erie Malleable Iron Co.	Erie, Pa.
Federal Malleable Co.	West Allis, Wis.
Fort Pitt Malleable Iron Co.	Pittsburgh, Pa.
Fraser & Jones Co.	Syracuse, N. Y.
General Electric Co.	Waukegan, Wis.
Glancy Malleable Corporation	Chicago, Ill.
Illinois Malleable Iron Co.	Fairfield, Ia.
Iowa Malleable Iron Co.	Kalamazoo, Mich.
Kalamazoo Malleable Iron Co.	Kalamazoo, Mich.
Lacosta Car Co.	Lacosta, N. H.
Lakeville Malleable Castings Co.	Racine, Wis.
Link-Belt Co.	Indianapolis, Ind.
Marion Malleable Iron Works	Marion, Ind.
Moine Malleable Iron Co.	St. Charles, Ill.
National Malleable & Steel Castings Co.	Cleveland, O., Chicago, Ill., Indianapolis, Ind., Toledo, O., E. St. Louis, Ill.
Northern Malleable Iron Co.	St. Paul, Minn.
Northwestern Malleable Iron Co.	Milwaukee, Wis.
Peoria Malleable Castings Co.	Peoria, Ill.
Pittsburgh Malleable Iron Co.	Pittsburgh, Pa.
Rhode Island Malleable Iron Works	Hillsgrove, R. I.
Rockford Malleable Iron Works	Rockford, Ill.
Ross-Mechan Foundries, The	Chattanooga, Tenn.
St. Louis Malleable Casting Co.	St. Louis, Mo.
Saginaw Malleable Iron Co.	Saginaw, Mich.
Standard Malleable Castings Co.	Terre Haute, Ind.
Stowell Co., The	South Milwaukee, Wis.
Superior Steel Castings Co.	Benton Harbor, Mich.
Symington Co., The	Rochester, N. Y.
Temple Malleable Iron & Steel Co.	Temple, Pa.
Terre Haute Malleable & Mfg. Co.	Terre Haute, Ind.
Trenton Malleable Iron Co., The	Trenton, N. J.
Union Malleable Iron Co.	E. Moline, Ill.
Vermilion Malleable Iron Co.	Hoopeston, Ill.
Warner Malleable Castings Co.	Hammond, Ind., and Beloit, Wis.
Warren Tool & Forge Co.	Warren, O.
Webster Mfg. Co., The	Chicago, Ill.
Wisconsin Malleable Iron Co.	Milwaukee, Wis.
York Mfg. Co.	York, Pa.
Zanesville Malleable Co.	Zanesville, O.

Fine Grained, Uniform Structure and Freedom from Blow Holes

The annealing or heat treating of all Certified Malleables (carried on at a high temperature) insures finer crystallization and greater uniformity of structure than in any other form of casting.

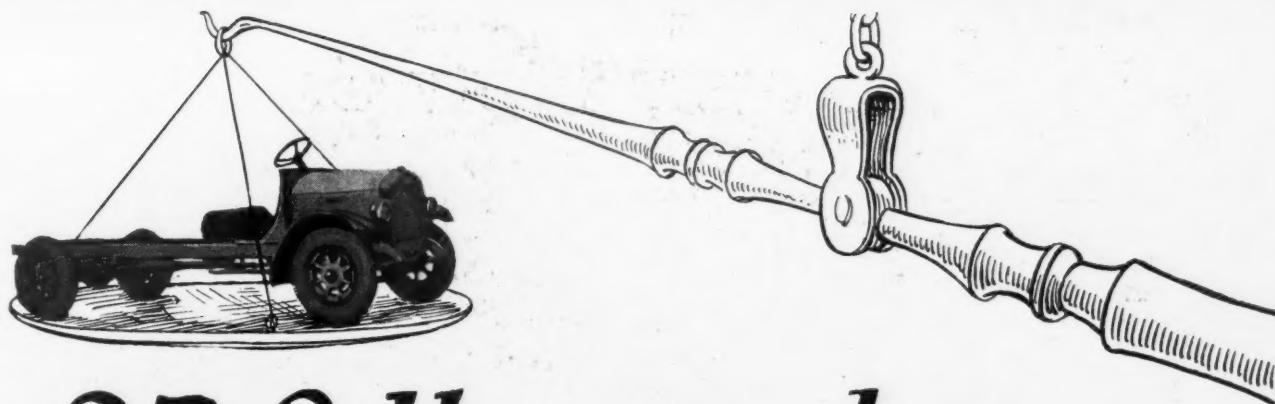
This uniform structure coupled with unusual freedom from blow holes makes the machining of Certified Malleables more economical: — because there is little loss occasioned by broken tools or by scrapped castings upon which high priced machine shop labor has been expended.

The fluidity of the parent metal of Certified Malleables also permits the casting of many intricate parts that cannot be successfully made by forging or pressing. These parts can be cast close to pattern; and true to form with smooth surfaces so that machining, grinding, chipping and finishing operations are reduced to an absolute minimum.

AMERICAN MALLEABLE CASTINGS ASSOCIATION
UNION TRUST BUILDING CLEVELAND, OHIO



CERTIFIED-MALLEABLE CASTINGS



25.6 lbs. per h.p. less than the average

Alloy steels form the bone and sinew of the Lehigh Truck. They lighten the burden on the motor, so that the Lehigh carries only 70 lbs. of chassis weight per horsepower. The average two-ton truck carries 95.6 lbs. of chassis weight per horsepower.

By keeping the chassis weight 730 lbs. less than its pay load—1330 lbs. less than the average two-ton chassis—and with its low center of gravity the Lehigh ably carries its capacity load at 45 miles per hour. With its large braking surface (one square inch braking resistance for every 7 1/5 lbs. of chassis weight) it carries it safely.

Lehigh is today's truck. Built for today's modern roads. Priced to meet today's demands.

The Lehigh Company
Allentown, Pa.

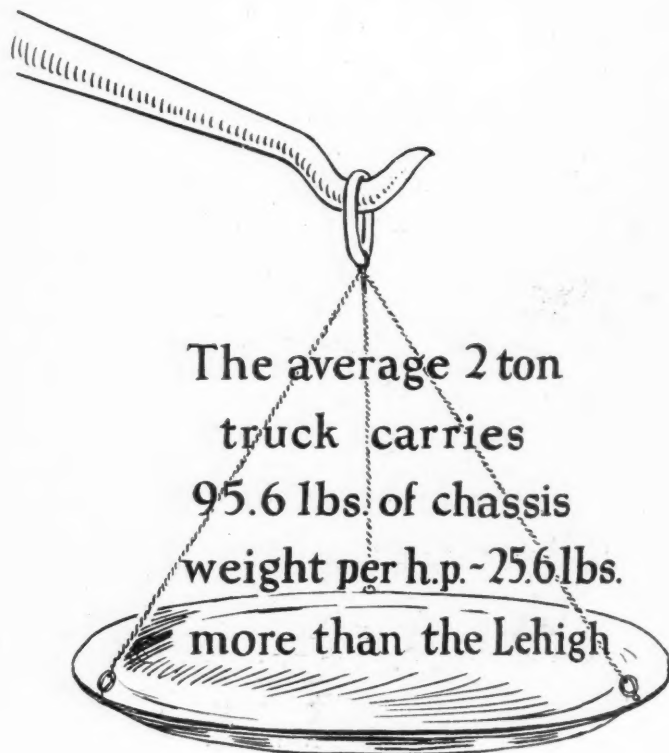
2-Ton
4-Cylinder
Model



\$1695
f. o. b. Allentown, Pa.

... costs \$1101 less than the average two-ton truck

Meets Buyers' New Demands for a Finer Truck at a Lower Price



You have every advantage selling
Lehigh Motor Trucks.

Price advantage. Weight. Quality.

Your territory is yours. You have
the sound backing of a strong,
well financed organization.

Moreover, Lehigh policies are
fair and liberal in the matter of
truck discounts, parts discounts,
return of parts, service policies,
sales and advertising cooperation,
allotment of trucks, etc.

*You will be able to divorce your-
self from trade-in evils.*

You will have all any ambitious
dealer can ask. . . . Profit . . .
Security . . . Permanency . . .
Opportunity.

Are you ready for it?

Now, while it's on you mind, fill
in . . . tear out . . . and mail the
coupon below.

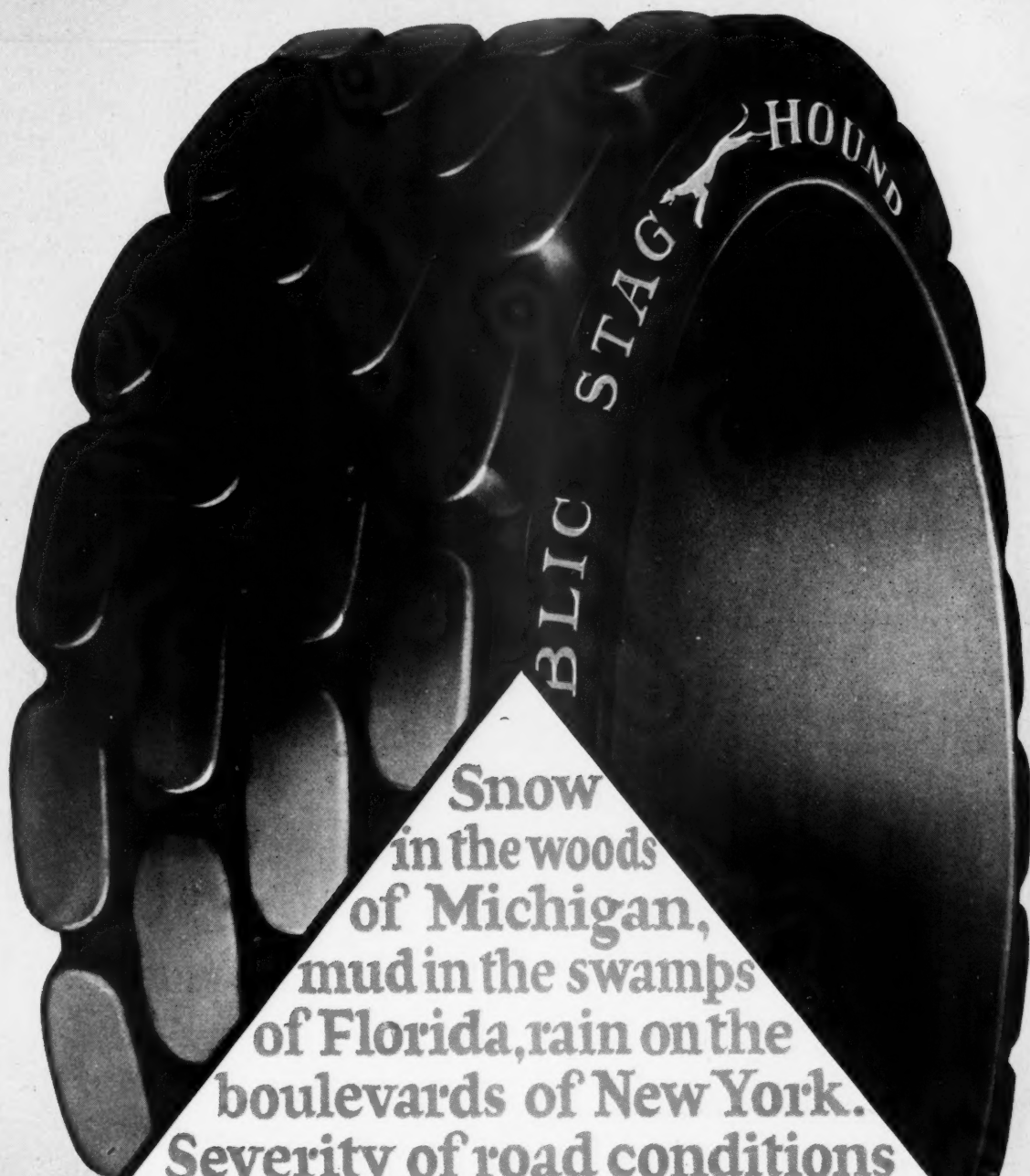


The
Lehigh Co.
Allentown, Pa.

Gentlemen: I mean
to get somewhere in
1926, so shoot along your
sales proposition. It certainly
sounds good to me so far.

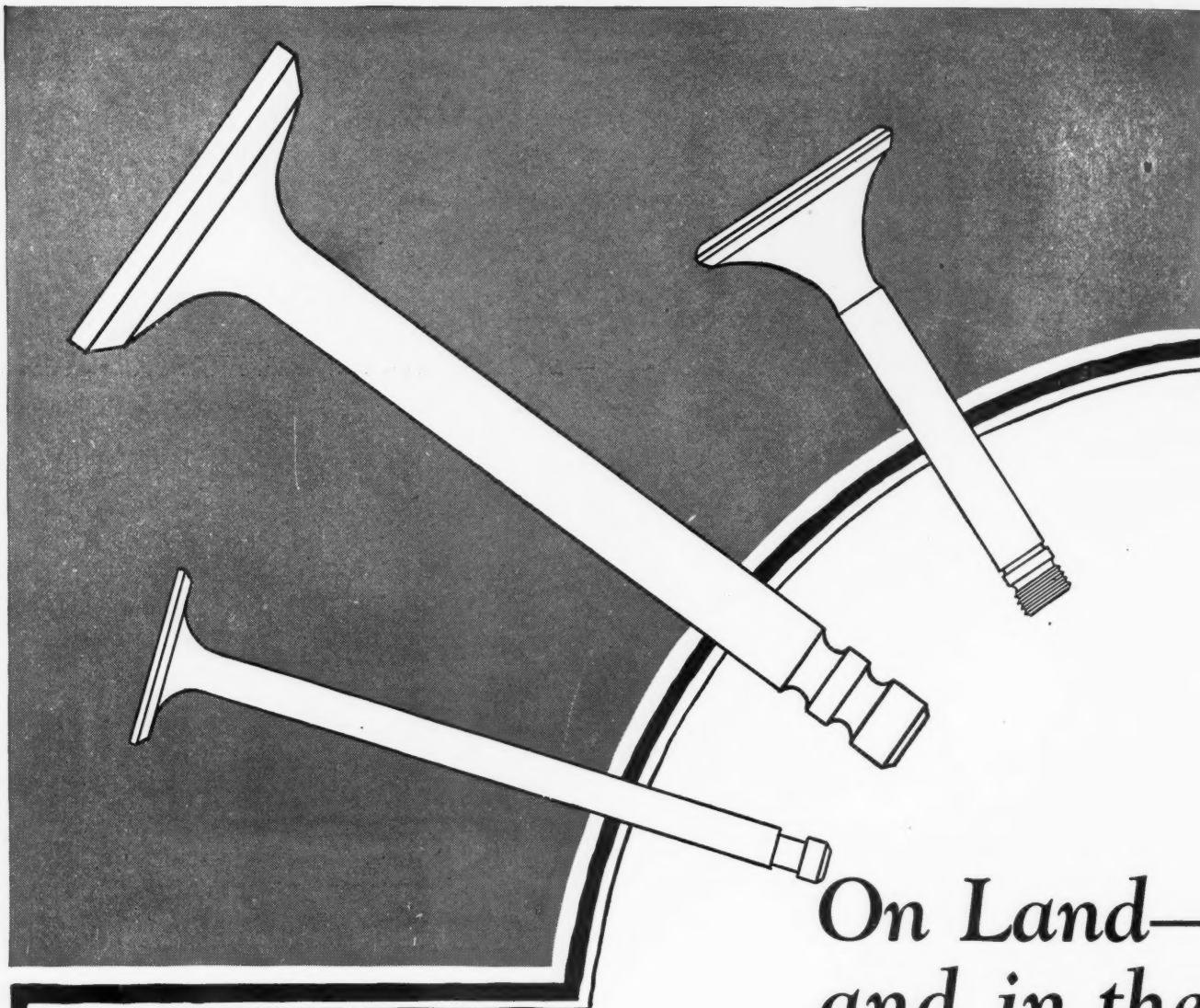
Name

Address



Snow
in the woods
of Michigan,
mud in the swamps
of Florida, rain on the
boulevards of New York.
Severity of road conditions
makes little difference to the
relentless roadgrip, the iron-like
resistance to wear of the famous~

REPUBLIC STAGHOUND TRUCK TIRES



On Land— and in the

EXPERIENCE—as long as automotive engine history—as wide as automotive engine application—as deep and thorough as the continuous study, experimenting and testing of many groups of able engineers—is back of every Thompson Valve installed in a motor truck. Airplane, passenger car, truck, tractor, motorcycle, speed-boat, all have contributed to Thompson valve knowledge.

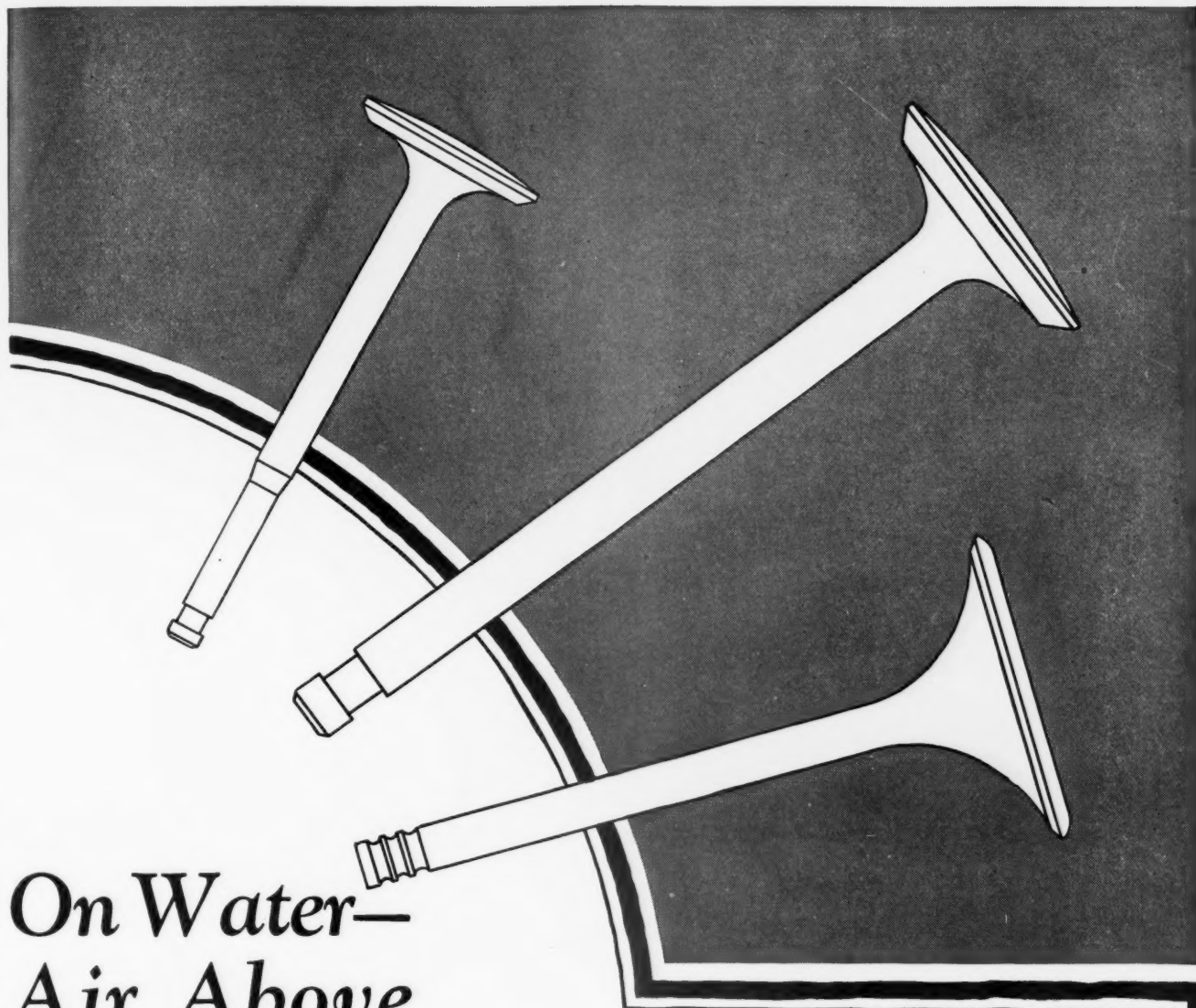


THE STEEL PRODUCTS COMPANY
Manufacturers of Thompson Products

[Thompson Valves, King, Shackle and Tie-Rod Bolts, Tappets,
Drag Links, Tie Rods, Starting Cranks and Brake-Rod Assemblies.]

Main Plant, CLEVELAND

Michigan Plant, DETROIT



On Water— Air Above

Thompson Valves are used as original equipment by the builders of *one hundred different makes of commercial vehicles*—including many of the largest and best known producers of delivery wagons, heavy-duty trucks, motor busses and taxicabs. This gives you a very real factor in reliable, low-cost operation to talk about to a customer.

Thompson

Silcrome Valves

GARFORD

QUALITY BUILT

TRUCKS

A GREAT

WITH A COMPLETE

Garford is one of the ten leading companies manufacturing better than 78% of the bona fide trucks and buses.

Garford has built quality motor trucks and motor buses exclusively since 1910.

Garford pioneered 4-wheel brakes on motor buses.

THE COMMERCIAL CAR JOURNAL
PHILADELPHIA, JANUARY 15, 1925

thru **23** years

1910 1911 1912 1913 1914 1915 1916 1917 1918 1919 1920 1921 1922 1923 1924 1925

GARFORD
Motor Trucks and Coaches
Trucks—1 to 7½ Tons Coaches—15 to 35 Passengers
BUILDING TODAY FOR TOMORROW'S REQUIREMENTS

Reprint January 15th, 1925, advertisement

ANOTHER YEAR ADDED

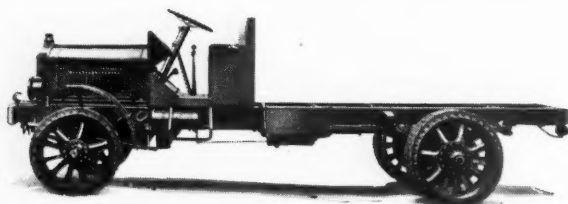
BEGINNING in 1902, Garford is now among the 8 leading concerns manufacturing 78% of the bona fide trucks.

In 1902—a small company, a small plant, small production, limited capital and resources, but big men, big aims, sound manufacturing plans and seemingly prophetic conceptions of the automotive industry's future.

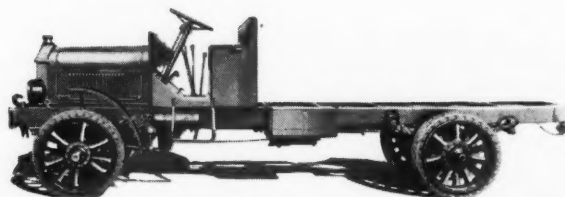
Today, one of the largest, most modern plants in the country, devoted to the exclusive manufacture of commercial vehicles, a world-wide service organization, a ten million dollar capital, a capacity of 500 trucks a month, a command of unlimited resources and the confidence of not only its extensive manufacturing and service organizations, but also of its vast army of truck and bus owners.

Such is the evolution, the growth of The Garford Motor Truck Company.

THE GARFORD MOTOR TRUCK CO.
Lima, Ohio



Model 100—5-ton chassis



Model 80—4-ton chassis

OPPORTUNITY

IMPROVED LINE

Garford today, after 23 years successfully manufacturing and merchandising automotive vehicles, offers greater opportunity for the making of money in the present active market for motor trucks and motor buses.

New and greater values may be found in Garford's motor truck line, ranging from 1 to 5 tons, due to many improvements in design, material and accessories, which has made for a greater demand by users, creating more possibilities for dealers.

The quick acceptance, both by operators and the public, of the Garford Greyhound motor bus—the fleet, light weight, revenue-building vehicle adds to the earning power of the Garford Franchise.

Buses of 17-21 passenger capacity operate on better than 70% of the bus lines, in which field the Garford Greyhound has been accepted with much favor.

Write now for details of a revenue-building Franchise on "Quality Built" motor vehicles.

THE GARFORD MOTOR TRUCK CO.

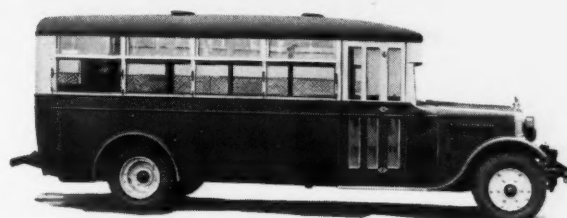
Member Motor Truck Industries, Inc.

707 Wapak Road

Lima, Ohio



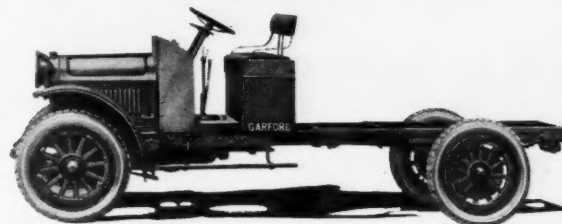
The Garford Greyhound Parlor Car,
17-passengers



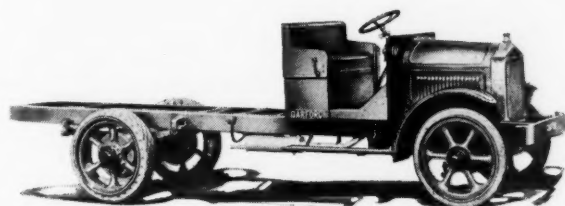
The Garford Greyhound P.A.-Y.-E.,
21-passengers



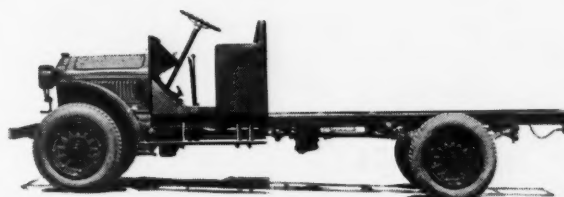
The Garford Greyhound Sedan,
17-passengers



Model 15—1-ton chassis



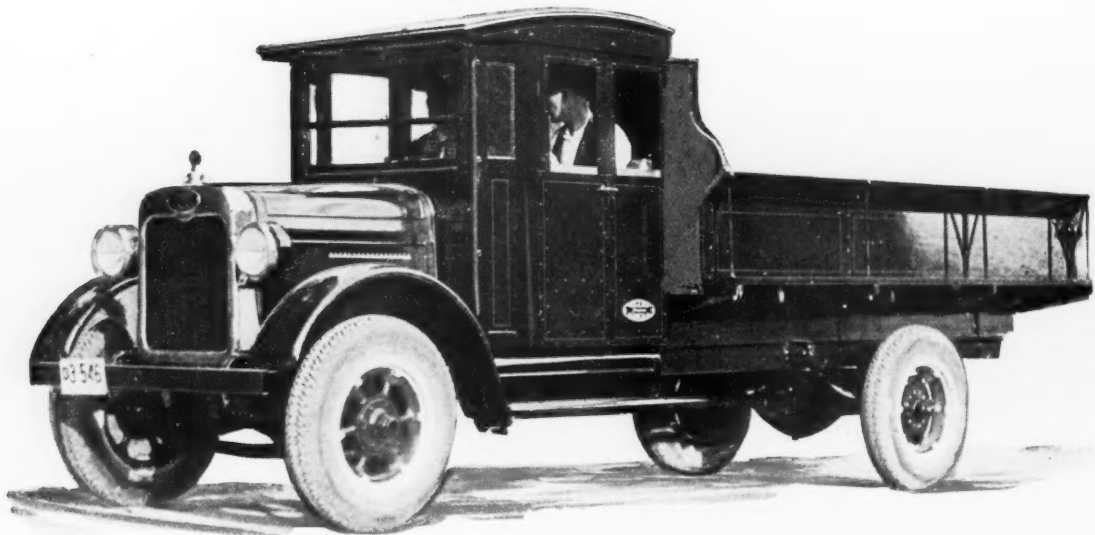
Model 50—2½-ton chassis



Model 30—1½-ton chassis



What bankers know about this truck



Bankers will extend the limit on the Grammm & Kincaid Motor Truck. They know there is higher value per dollar invested. Ask your banker about America's greatest truck dollar value.

IT is inspiring, this universal confidence in Grammm & Kincaid trucks expressed by bankers everywhere.

This is one advantage that makes the Grammm & Kincaid franchise so desirable. Then, too, our dealers are making money.

Such facts backed by sound factory policies . . . experience . . . capital . . . proven product . . . are bringing men to a quick realization of the money-making possibilities of selling this favorably known motor truck.

Remember! The Grammm line is complete. New models, recently announced, include two heavy-duty trucks. A 3-3½ and a 4-5 ton capacity truck. Standardization and interchangeability of

design cuts cost 25%. It makes the usual back-breaking investment in parts a thing of the past. You make more money on a smaller investment.

There are strong sales points in the many unmatched features. Interchangeability of motors—mount either a four or six. Shock cushioned motor mounting. Compound, compensating springs like those of Fifth Avenue buses. On the two heavy-duty types there are two stage reduction gears. These units have 8 speeds forward and 2 reverse.

But get all the facts . . . complete information . . . write for our proposition. We believe it will interest you. Write today to GRAMM & KINCAID MOTORS, Inc., LIMA, OHIO.

New Models

Two heavy-duty 3-3½ and 4-5 ton trucks have been added to the popular 1, 2, 2½ ton units. All units and design are the same throughout, differing only in that heavier construction is employed to meet the requirements of the larger sizes.

Grammm & Kincaid Motor Trucks

Member of Motor Truck Industries Inc., of America



Profit is Their Proof

Goodrich Semi-Pneumatics inspire confidence in the look of them An experienced truck operator foresees their broader working range, their practical anti-skid and the cushioning feature But performance rendered in terms of profit clinches conviction Truck owners have found that they pay, and they say so Ask a Goodrich Distributor to show you their letters.

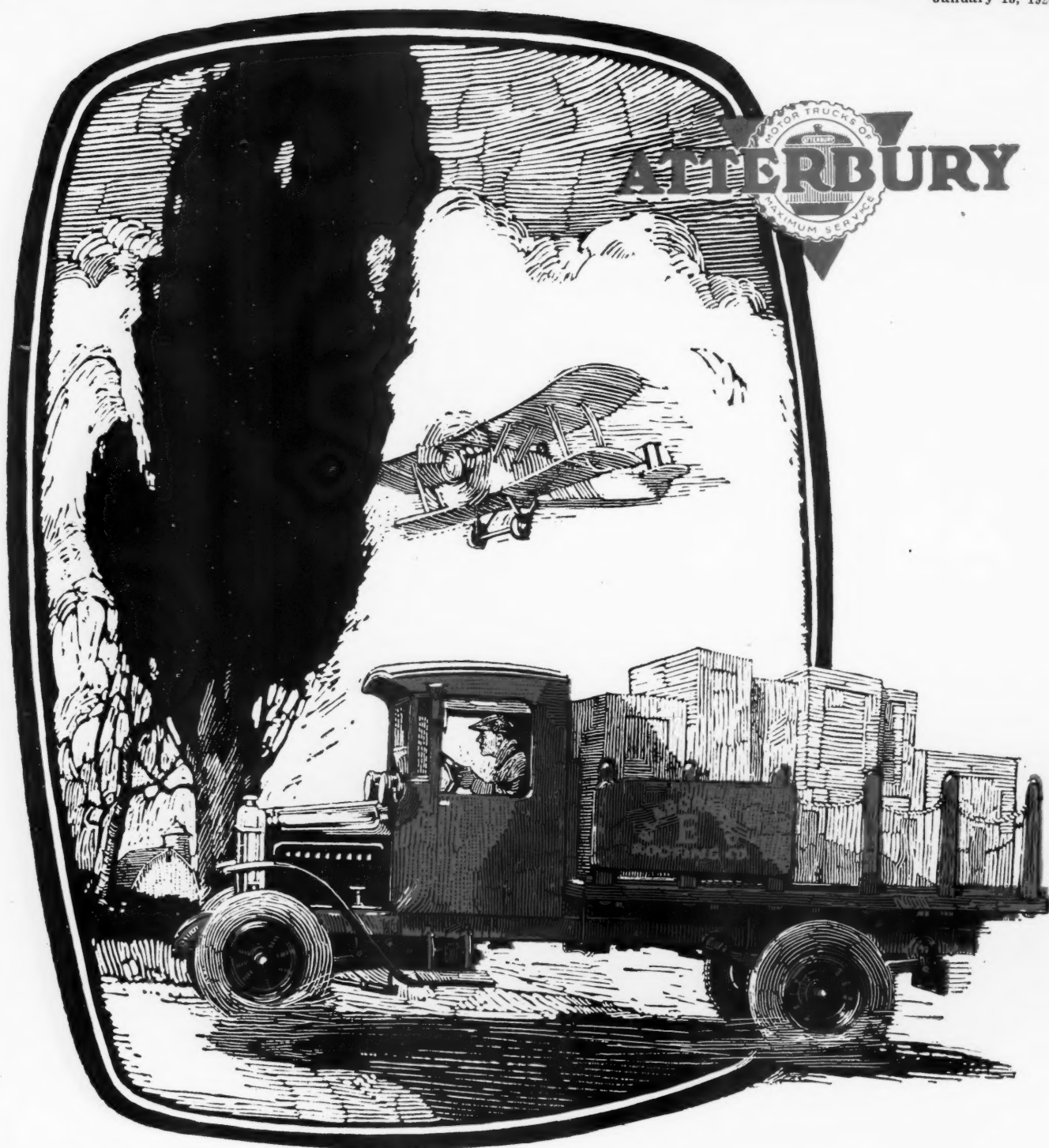
[To round out economical and efficient service in the operation of trucks and buses, Goodrich provides the famous De Luxe solid smooth type, Goodrich Semi-Pneumatics and Goodrich Silvertown Heavy Duty Cords.]

THE B. F. GOODRICH RUBBER COMPANY, Akron, Ohio
In Canada: The B. F. Goodrich Rubber Company, Ltd., Kitchener

Goodrich

"BEST IN THE LONG RUN"

Semi-Pneumatic TRUCK TIRE



Three of the things that are making this truck easy to sell are:

1. **SPEED:** 35 miles per hour.
2. **PAYLOAD:** 2 tons.
3. **FULLY EQUIPPED:** ready for body.

If you don't know the whole Atterbury Highway Express Story, you are missing a good bet.

Atterbury Motor Car Co.

Members of Motor Truck Industries, Inc.

Elmwood Ave. at Hertel Buffalo, N. Y.

*Export Department: 611 Fisk Building
Broadway and 57th Streets New York*

The new Atterbury Highway Express
THE SPEED TRUCK THE NATION'S BUSINESS HAS WAITED FOR

SPRING~PERCH CO.

STRATFORD, CONN.



Unaffected by Giant Road Blows

SPRING-PERCH Springs are nearly 80 years — *and knows how.* made from rigidly tested alloy steels. Under thermostatic pyrometer control, specially designed furnaces harden and temper these high-grade steels the Spring-Perch way.

Our organization has been making springs for

Clarence F. Tollzien
Direct factory representative for Michigan and Ohio
Office: 5-251 General Motors Building,
Detroit, Mich.
Telephone—Empire 7298
Detroit

Before you specify the spring suspension for your new trucks or buses let us give you the benefit of our wealth of experience in solving your spring problems. This entails no obligation on your part. Send us your specifications.

SPRING-PERCH COMPANY

Makers of Springs Since 1843

STRATFORD

CONNECTICUT



Prest-O-Lite

THE OLDEST SERVICE TO MOTORISTS

"Perfect illumination— low installation cost—economical,"

says the Columbia Terminals Company, of St. Louis

THIS company, operator of one of the country's largest fleets of motor vehicles, wrote us recently as follows:

"This company operates 97 tractors, 368 Lapeer Semi-Trailers and 51 motor-trucks of various sizes.

"Practically all our tractors and trucks that are equipped with magneto ignition are also equipped with Prest-O-Lite Gas, which we have found from experience to be the best system for tractor and truck lighting. It affords perfect illumination. The cost of installing the equipment is very low. The cost of operation is limited to the gas consumption, making the service very economical and efficient."

In other words, Prest-O-Lite Gas, from every angle, again proves itself the best lighting system for heavy duty truck services. It provides a safe driving light, *legal everywhere*. Proof against rough roads and rough weather.

Thirty-six big gas-producing plants supply thousands of Prest-O-Lite Stations all over the country. Empty tanks exchanged for full ones by paying a small amount for the gas only.

As manufacturers of storage batteries for lighting trucks, as well as Prest-O-Lite Gas, we will gladly recommend the lighting equipment that has proved best for the service required of your trucks.

THE PREST-O-LITE CO., INC., INDIANAPOLIS, IND.

New York

San Francisco

In Canada: Prest-O-Lite Company of Canada, Ltd., Toronto, Ontario

Let Prest-O-Lite show you the way to bigger truck profits

ANY truck represents an investment—and this investment produces no return while the truck is idle.

If darkness keeps your trucks idle, Prest-O-Lite Gas will change this. It will enable your trucks

to work safely after dark, turning idle hours into money.

Prest-O-Lite Gas is no new thing, no experiment. Thousands of America's largest fleet owners have adopted it and are using it today on their trucks.

To truck dealers

Your customers look to you for equipment advice. Guarantee them absolute lighting satisfaction by selling them Prest-O-Lite Gas. Its faithful performance makes friends for you. By keeping Prest-O-Lite Gas in stock, you build up a profitable business in tank exchanges. Write for our dealer proposition.

Prest-O-Lite

THE BEST LIGHT FOR HEAVY DUTY TRUCK SERVICE





Did you get Your Copy

THE whole story is told in wonderful colored illustrations and terse phrases.

Not necessary to plow through a lot of dry reading matter. It's different—write for it.



Wood Hydraulic Hoist & Body Co.

World's Largest Makers of Hydraulic Hoist
and Steel Bodies

7944 Riopelle Street

Detroit, Michigan

"Increased Mileage", Says

City of Detroit

DEPARTMENT OF STREET RAILWAYS

ADMINISTRATION BUILDING
ST. JEAN AND SHOEMAKER

H. U. Wallace

GENERAL MANAGER

H. M. GOULD

ASST. GENERAL MANAGER

WM. B. MAYO

CONSULTING ENGINEER

Thermoid Rubber Company,
511 Kresge Building,
Detroit, Michigan.

Attention Mr. Frank A. Sharpe, District Manager.

October 19th, 1925.

COMMISSIONERS

G. OGDEN ELLIS, PRES.

H. H. ESSELSTYN

JOHN J. BARLUM

CHIEF CLERK

R. G. Lathrop

Gentlemen:

In response to your communication of October 16th, relative to the satisfaction which the Thermoid Brake Lining has been giving us on our fleet of 148 Graham Coaches.

In connection with this, I may say that our Equipment Division reports that this lining has given eminent satisfaction, since we have been able to very definitely increase mileage before either adjustment or replacement becomes necessary.

Yours very truly,

G. D. Wilcox
G. D. Wilcox
Automotive Engineer

THE new close-set twill weave now used in Thermoid gives it a still greater density of body—a "pre-shrunk" quality that minimizes the need of adjustments and makes Thermoid the ideal brake lining for wet weather.

A greater weight of material to the foot insures greater mileage for your brake lining dollar. It pays to stick to Thermoid.

THERMOID RUBBER COMPANY

Factories and Main Offices
TRENTON, N. J.

Makers of Thermoid and Rexoid Transmission Lining,
Thermoid-Hardy Universal Joints, Thermoid
Radiator Hose and Mechanical
Rubber Goods

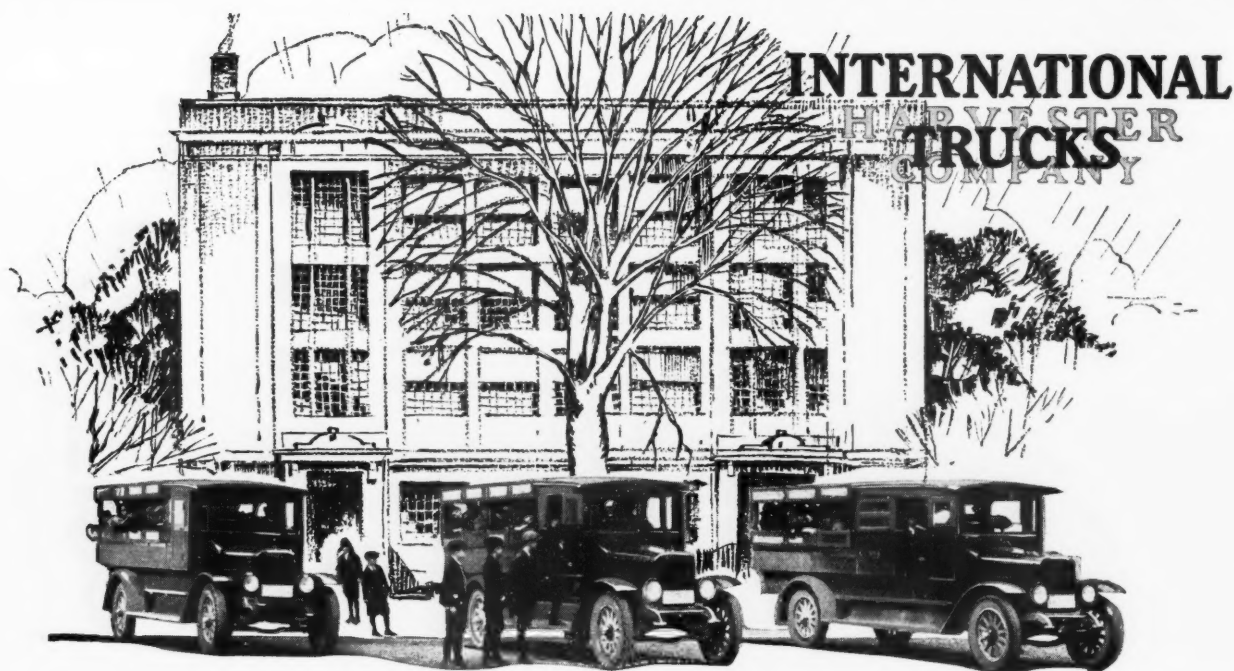


The Asbestos
Brake
Lining

Thermoid

Hydraulic Compressed
Brake Lining

"For short
stops and
long service"



Joining hands to haul the World's cargo and passengers

Time and space are the parents of transportation.

Goods must be delivered when wanted or commerce languishes. Men must meet appointments to maintain an intact faith. Children must reach their desks at the scheduled hour to learn respect for promptness.

In dependable transportation lies the answer to these elements of time, of confidence, of respect.

In the full knowledge and appreciation of this fundamental fact, the International Harvester Company has, from the start, built dependability into even the smallest detail of its speed trucks and busses.

Nothing has been adopted without study, no change made without test.

In such a situation, it is interesting to note that Lycoming Motors have been powering International Speed Trucks and Model S. L. Busses for five years.

LYCOMING MANUFACTURING COMPANY

Makers of fine Fours, Sixes and Eights-in-Line
WILLIAMSPORT :: PENNSYLVANIA

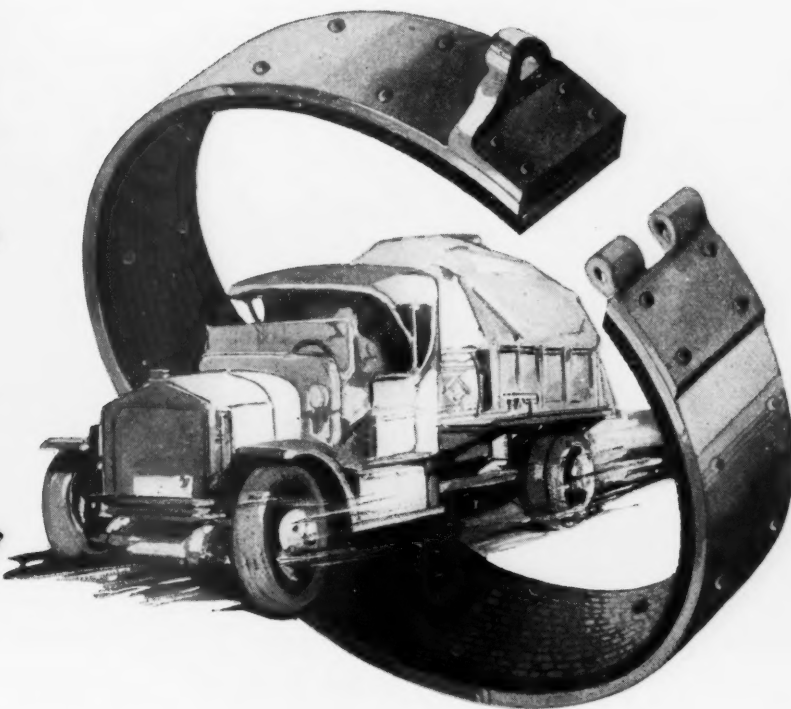
LYCOMING

Motors

Years Ahead in Automobile Motor Efficiency



The Band of Safety!



SAFE, EFFICIENT and LONG WEARING!

No one would think of putting an automobile into service without brakes. Yet, hundreds of cars and trucks are operated every day, through heavy traffic with unreliable brakes that fail at the critical moment because of poor brake lining.

Wirebestos Brake Lining holds when brakes are most needed. Heat, oil or wet weather do not affect the braking efficiency of this compactly woven brass wire and Canadian Asbestos fabric.

Because of its superiority, many car and truck owners, as well as hundreds of large dealers everywhere, have standardized on Wirebestos.

DURWYLLAN CO., Inc.

Paterson

Makers of

New Jersey

CROWN OF PERFECTION



PRODUCTS

Kansas City, Mo.
Coca Cola Building

N. S. Pittsburgh, Pa.
202 Martin Bldg., Federal St.

Chicago, Ill.
2328 S. Michigan Ave.

Atlanta, Ga.
415 Wynne-Claughton Bldg.

Branches at Convenient Distributing Centers

*A small sample for comparison and examination
sent on request. Write for it today*

WIREBESTOS BRAKE LINING

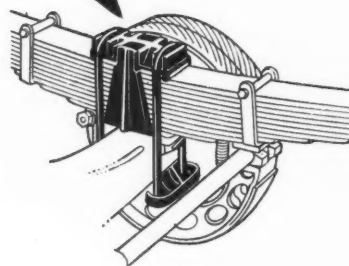
Service

Patented
Spring Anchorage

Eliminate Sales Resistance!

SERVICE features plus proven Service Truck dependability and economy cut sales resistance to a minimum.

The Service patented spring anchorage is but one of the many extra value features that make resales for Service distributors. Write today for details on the Service franchise for your territory.

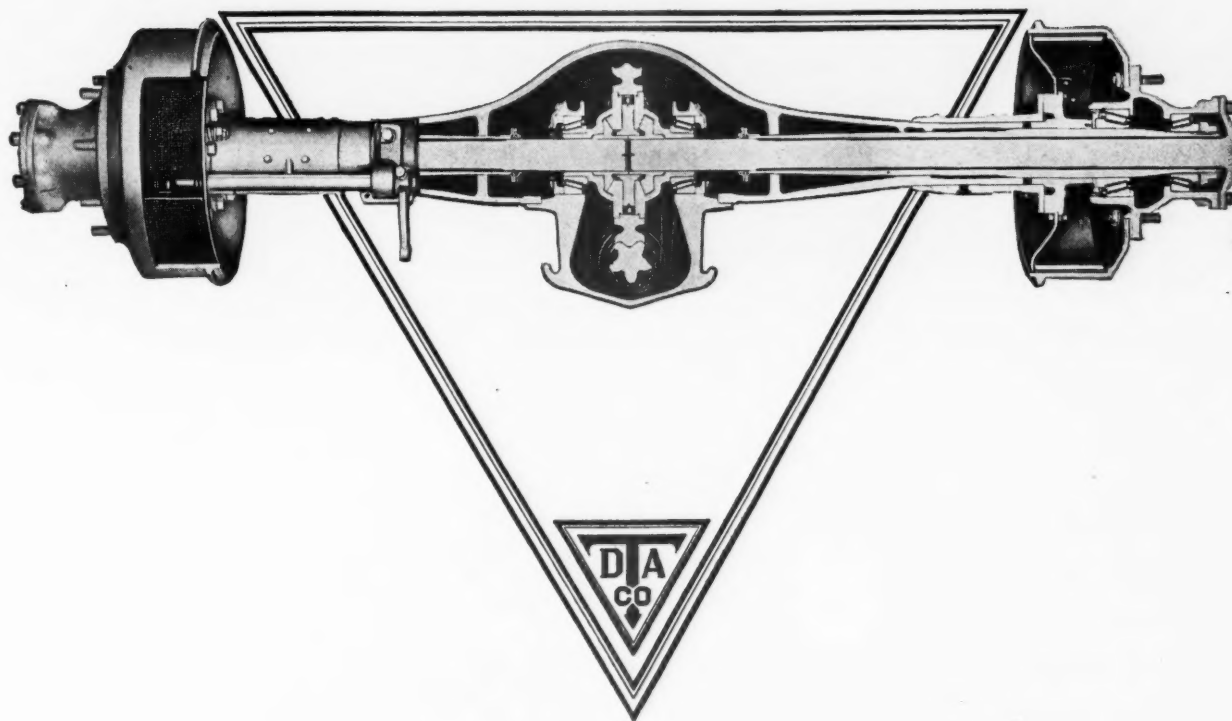


Patented Service spring shackle prevents any slippage of spring leaves on spring seat

SERVICE MOTORS, INC., WABASH, INDIANA



TIMKEN



Quality is the result of honest effort backed by long experience and ample resources.

Good Will is the result of Quality — and, once acquired, represents so great an expenditure of time and money that good business dictates it must forever be maintained.

(30)

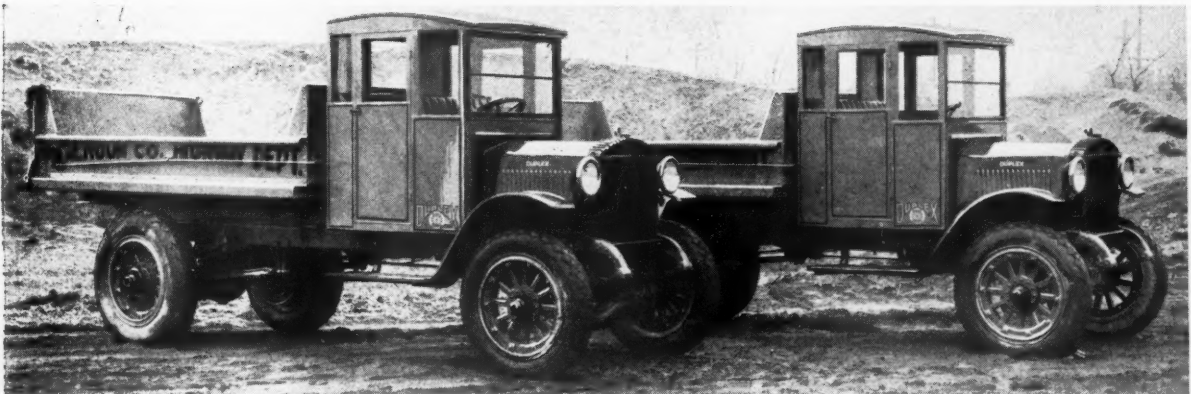
THE TIMKEN-DETROIT AXLE COMPANY, DETROIT, MICHIGAN

AXLES

DUPLEX

WHERE DUPLEX SERVES IT SAVES

Duplex Trucks are successful
on hundreds of highway jobs



a true test of stamina and
ability of high calibre

Trucks that serve contractors on highway jobs must have more than ordinary worth, for delays or incapacity of any kind spell loss.

Dealers who sell Duplex Trucks for work of this character are building a good will based on a foundation of real merit. For there is substance to Duplex which carries unusual loads in a steady, routine manner.

Here is a point worth investigation!

Manufacturers of

Rear Drive Motor Trucks of 1, 1½
and 3 ton capacity. Also the famous
"Four Wheel Drive" 3½ ton truck.

DUPLEX TRUCK COMPANY

LANSING, MICHIGAN



More than 350 Representative Jobbers Carry JOHNSON Bushings in Stock

REGARDLESS of your location, you can secure any of the more than 2000 Johnson Standard Quality Bushings without delay—

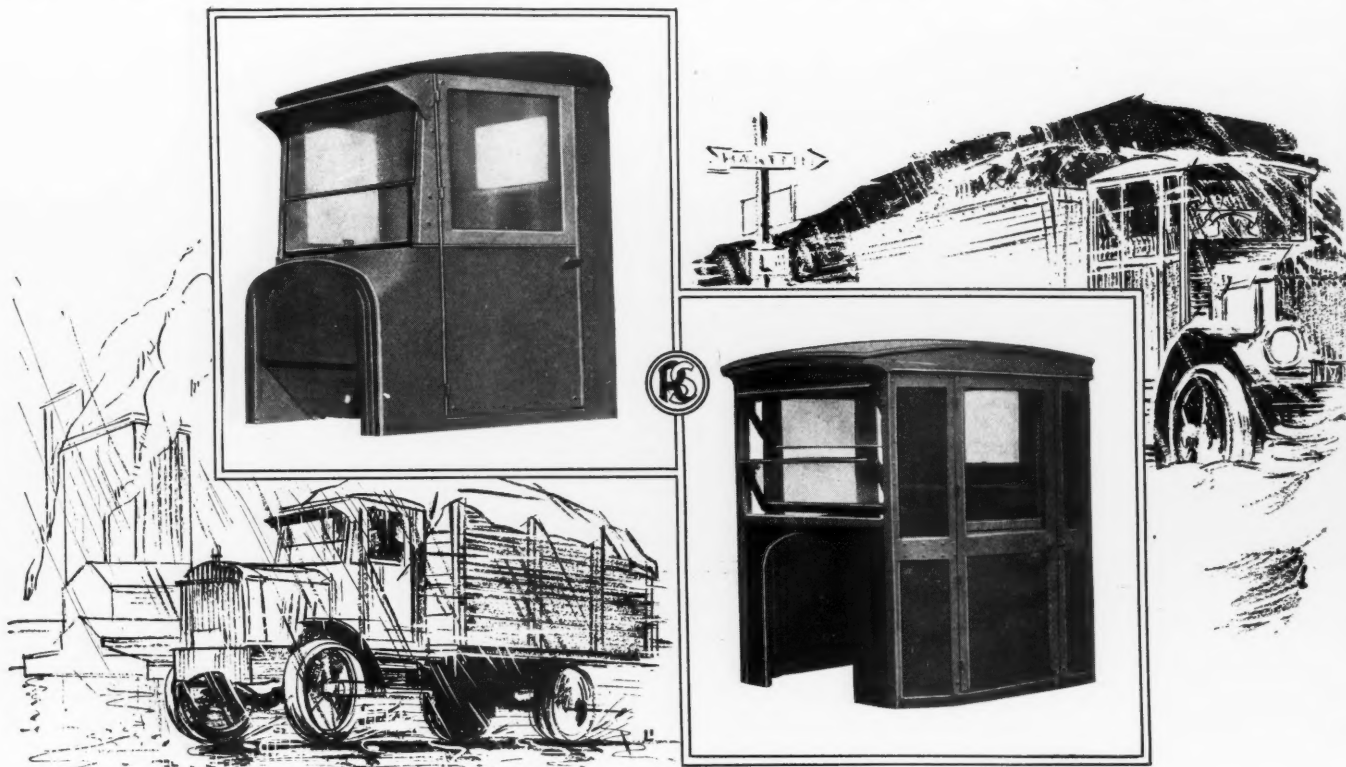
Because more than 350 distributors, additional hundreds of sub-distributors and thousands of dealers the country over carry stocks which will service 90 per cent of all passenger cars and trucks.

Remember, every Johnson Bushing is guaranteed to be equal to or better than the bushing it replaces.

JOHNSON
STANDARD QUALITY
BUSHINGS

JOHNSON BRONZE COMPANY
NEW CASTLE, PA.

A Real Sales Item This Winter—



—and a Bigger One Next Spring!

Every day in the year, cabs are the truck operator's insurance against loss of time in bad weather—and against careless driving due to the driver's discomfort. Hammering on this single point makes cab selling easy, winter and summer, and keeps RAIN OR SHINE CABS moving—producing continuous profits.

More and more, cabs are a fast selling item with truck dealers. In fact it's a good New Year's Resolution, to sell no chassis of any kind unless you also sell a cab like these two brand-new RAIN OR SHINE Models along with it.

You needn't burden yourself with stock either, for we have stocks near you and usually can make very satisfactory deliveries.

Let us mail you our plan for RAIN OR SHINE profits.

General Woodwork Corporation
Cincinnati, Ohio

The General Motor Coach and Body Division

RAIN OR SHINE CABS



SCHACHT TEN SPEED TRUCKS keep huge steam shovels busy. Illustration shows excavating for the gigantic Masonic Temple, Cincinnati. Three steam shovels in operation.

Schacht Trucks "Carry the Earth"

SPEED! POWER! Easy handling in tight places! Quick getaway and fast dumping! SCHACHT TRUCKS dash down to pay dirt for the contractor!

On big projects, where operations must be rushed to the limit, SCHACHT TRUCKS continue to win great popularity. Their adequate power and extra speed make possible many additional loads. They cut costs and increase efficiency. The remarkable records of many users prove that the SCHACHT TEN SPEED TRUCK is most economical for the contractor.

SCHACHT TRUCKS earn big dividends for those who sell, as well as those who use them. Our distributor's proposition C-2 explains why. Write for it today!

The G. A. Schacht Motor Truck Company
Cincinnati, Ohio

"PIONEERS IN AUTOMOTIVE TRANSPORTATION"

New York Branch:
220-228 13th St., Long Island City

New Jersey Branch:
400 New St., Newark

SCHACHT Ten Speed TRUCKS

STRENGTH—LIGHT WEIGHT—DURABILITY



Armleder *uses* DAYTONS

It is natural to see the Armleder Truck equipped with Dayton Steel Wheels. The makers of a good truck will not risk owner dissatisfaction by equipping their truck with just any kind of wheel.

Dayton Steel Wheels help the truck to give long years of dependable and economical service. Electric furnace steel and exclusive hollow, arched construction make the Dayton a *light* wheel of *super-strength*. They are easy on the motor—they are easy on tires.

Daytons are used by nearly all the leading truck manufacturers. Equip your trucks with Dayton Steel Wheels for economical and dependable truck transportation.

THE DAYTON STEEL FOUNDRY COMPANY, Dayton, Ohio

Dayton

Steel Truck Wheels

PATENTED

TIRE ECONOMY—ACCESSIBILITY—APPEARANCE



A fleet of Five International Trucks equipped with Heavy Duty St. Paul Hydraulic Hoists owned and operated by the Geo. R. Curtis Paving Co., Los Angeles, California



A Medium Duty St. Paul Hydraulic Hoist and Body Installation on a Model 63 International Truck.

If it's a job for a Hoist— a St. Paul will do it best

You will get more features which insure economy, saving time and labor in a St. Paul Hydraulic Hoist.

In less than one minute a full load can be dumped and the body returned to its normal place on the chassis frame. This feature of rapid load discharge speeds up delivery and offers a greater earning capacity by increasing the number of loads handled per day.

The individual testing of each St. Paul Hydraulic Hoist, by imposing loads far in excess of the rated capacity, insures hydraulic and mechanical perfection, a guarantee of continuous service under exacting conditions.

Speed up your dump truck with a St. Paul Hoist

HYDRAULIC HOIST MANUFACTURING CO.

FACTORIES at St. Paul, Minnesota

DISTRIBUTORS and SERVICE STATIONS Everywhere

Write for Name and Address of One Nearest You

—St. Paul—

VERTICAL AND UNDERBODY
HYDRAULIC HOISTS



Dollars in Doughnuts—with Spads!

Here is the delivery fleet, and the fleet delivery, of the Dawn Donut Company, Pittsburgh, Pa. — makers of life-preserver-shaped pastry exclusively. The need for so many trucks indicates good doughnuts. This letter from Mr. P. C. Funaro, the company's manager, indicates good trucks . . .

"I have been using your trucks for the past year or so . . . I want to say that the Overland half-ton truck has been the most efficient of any I have had. There

will never be another make for my business."

Short and to the point. Terse praise for service well rendered. But—nothing unusual. Spads all over the country, individually and in fleets, are giving their owners just that type of service, year in, year out. You naturally expect efficiency in a Willys-Overland product — the Spad provides it!

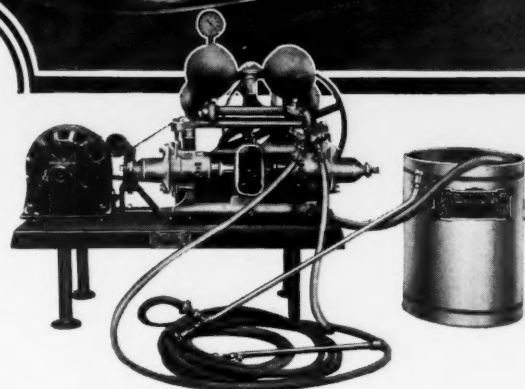
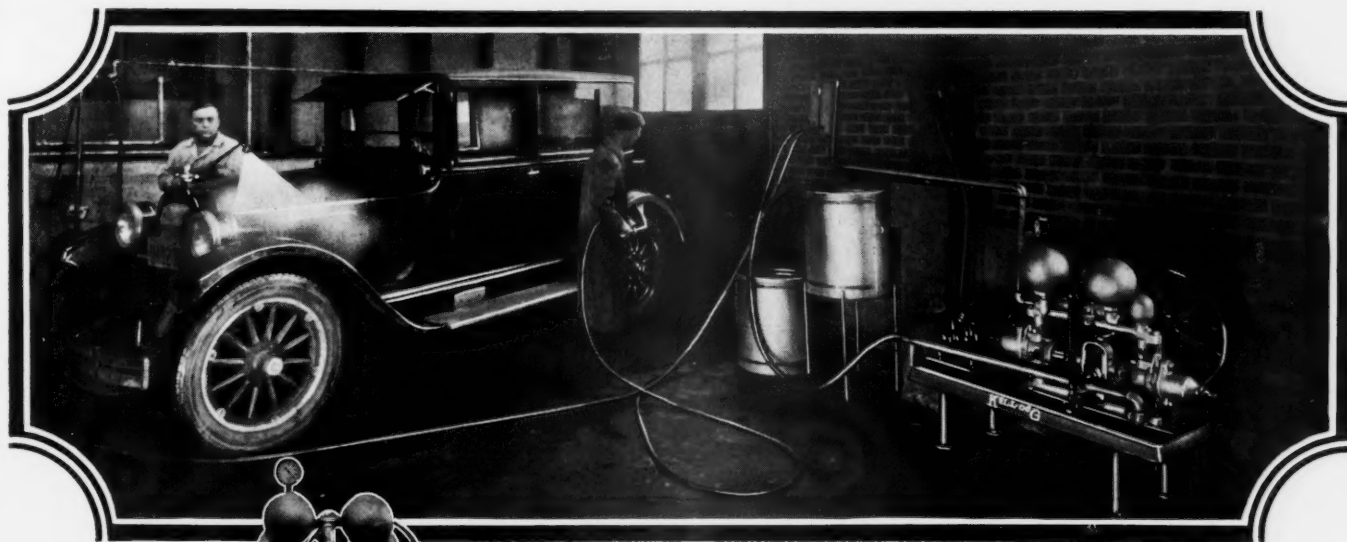
More than likely Spads can solve your delivery problems. There is an Overland dealer near you. Talk it over.

[[Write us for the "Cost of Operation Data Book". Tells you how to keep accurate figures on your operating costs.]]

WILLYS-OVERLAND, INC., TOLEDO, OHIO

WILLYS-OVERLAND SALES CO. LTD., TORONTO, CAN.

SPEED POWER AND DURABILITY



*There's Profit
in Your Wash Rack*

The KELLOGG RAPID CAR WASHER



Any garage can employ the Kellogg Rapid Car Washer profitably. It is a new two-gun, heavy duty, efficient, low priced car washing unit.

It can be operated by the most inexperienced employee, a simple twist of the gun producing a stream ranging from 300 lbs. pressure to a fog-like mist.

With two men working, one man can go around the car soaking up the mud and dirt with a fine mist, while the other follows with a high pressure stream, removing it.

The price is in keeping with the Kellogg standard for value giving.

Ask your jobber's salesman or write for illustrated booklet giving full description of the Kellogg Rapid Car Washer.

Kellogg Manufacturing Company
107 Humboldt St. Rochester, N. Y.

Once you use
Splitdorf MICA Insulated
Spark Plugs, you will never
use any other

For Splitdorf plugs are
trouble-proof! Unbreakable!
They outlast the engine!



Ask for "The
Plug with the
Green Jacket"
—there is a type
for every engine

SPLITDORF ELECTRICAL COMPANY

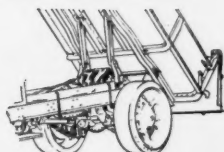
392 High Street : Newark, N. J.

Subsidiary of

Splitdorf-Bethlehem Electrical Company

The last word

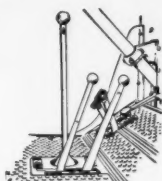
Quick,
Clean,
Safe
Dump



The tapered dump body is hoisted on sturdy arm and link lifts by a safe, speedy and positive gear drive. It lifts to an angle greater than 50 degrees, dumping any load clean. The body is under positive control through rigid connections at all times. It may be held at any angle. It is lowered by the same mechanism that hoists it, but can be lowered with the truck in motion. At normal position and at extreme dumping angle the body is automatically stopped.

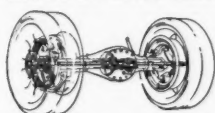
The body is mounted so that load weight is properly distributed and the dumping point is so far back that the load dumps cleanly over the edge of a soft fill without danger of miring the truck, or piles clear of the truck on level ground. Double-acting tail gate further facilitates dumping. Low body sides make loading from the ground easy.

The dumping mechanism sets solidly down in the frame in a dirt-proof and weather-proof housing. All the gears run in oil.



Auxiliary
Low
Gear

An auxiliary transmission gives you maximum power at all times—extreme flexibility of power. In holes, in mire, on hills it enables you to gear down to the hardest pull. It works independently of the regular transmission. Power is transmitted in a straight line from starting crank to rear axle when operating under load. This insures maximum power and maximum life of all drive units.

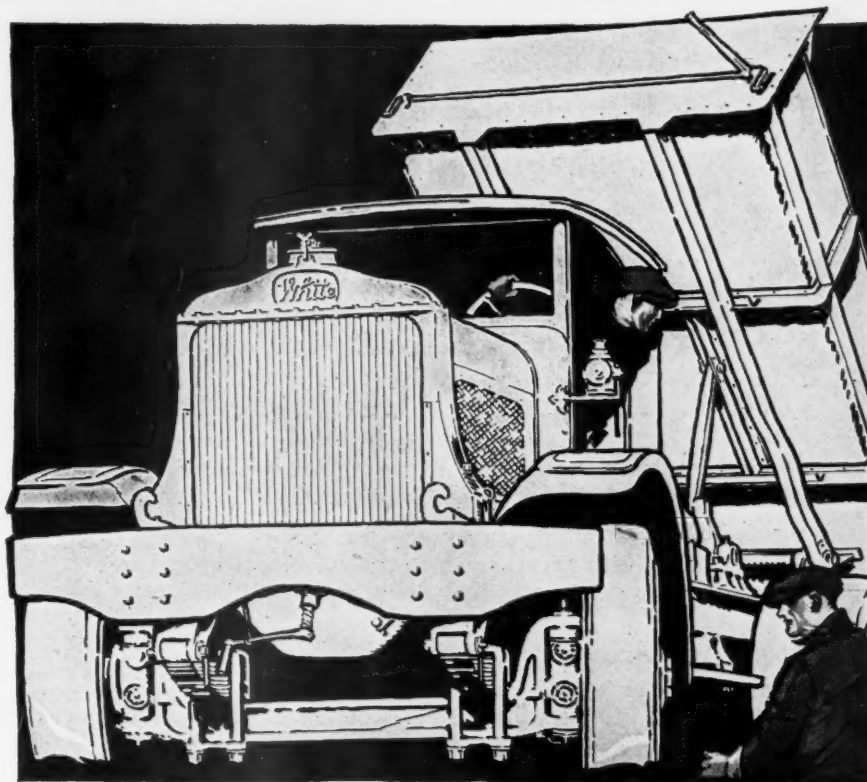


Double
Reduction
Drive

White Double Reduction Gear Drive is the finest type of final drive for heavy duty. It is obtainable only on Whites. In every test of heavy-duty service, in every line of heavy truck work, in every part of the world where heavy trucks are used it has proved its superiority to any other type of final drive. It has had universal success in the hands of thousands of operators over hundreds of thousands of miles.

All of its parts run in oil. All of its parts are enclosed. It saves time, man power and fuel. It puts more of the engine's power to work.

See this Model 52-D White at the Chicago Good Roads Show. Write for the complete specifications.



In Heavy-Duty Dump Trucks

(White Model 52-D)

Anticipating the demands of industry

Turn this White loose on any dump truck job. The job is licked! . . . Put a load on it. . . . Stick it in a hole with steep sides or soft bottom. . . . Then slip in that auxiliary gear. Step on it. . . . It just walks out.

Dump? . . . It'll dump any load while you're thinking about it. Sure-acting gears and rigid arms hoist that tapered body to an angle so near straight up that the stickiest load slides out. . . . You can back up to the edge of a soft fill, dump clean and get away without miring. And on

the level the load piles up clear of the wheels. . . . Let the body come down safely while you're speeding back for another load.

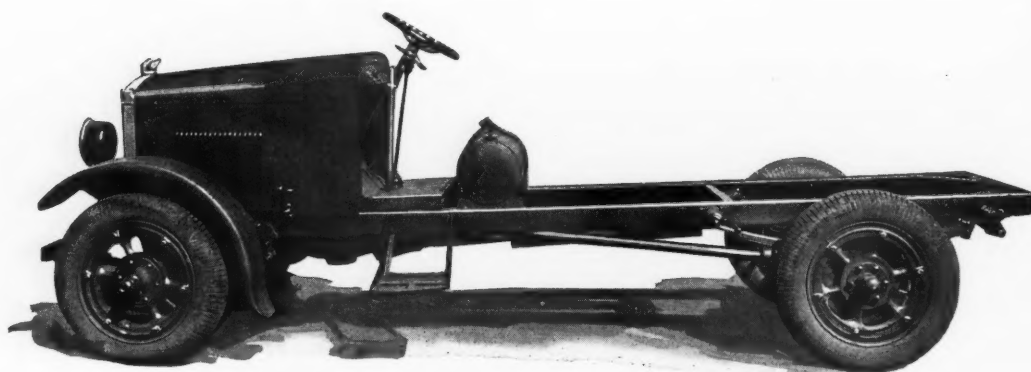
White engineers are constantly watching all truck operations. Their foresight for the development and improvement of dump truck operation is built into this heavy-duty White.

Let a White salesman show you how this Heavy-Duty White Dump Truck—Model 52-D—will do more work and earn more money for you.

THE WHITE COMPANY, CLEVELAND

WHITE TRUCKS

MADE RIGHT - SOLD RIGHT - KEPT RIGHT



The Six Cylinder Commerce Distributor

SURE TO ENDURE NOT JUST A SLOGAN BUT A REAL FACT

Sure to endure applies not only to Commerce trucks, but to the Commerce dealer organization as well.

Many dealers who are selling Commerce trucks today have sold them for *ten years and longer*.

Can a better tribute be paid to the quality of any motor truck?

A large portion of Commerce dealers' sales are re-sales to satisfied Commerce users whose original good judgment has been confirmed by experience.

The ability and permanency of a manufacturing organization are reflected in the product manufactured and in the dealer organization selling that product. It is quite apparent, therefore, that the new Commerce dealer is assured of a high grade product built by a permanent and progressive organization.

The automotive dealer of today is in business to make a profit. This can best be done by selling a

product which is a profitable investment for the buyer. Any *Commerce* truck is a profitable "long-time" investment for the buyer.

Scrutinize the following specifications (covering the "Commerce Distributor") and decide for yourself that the Commerce truck is the one for you to sell if that territory is available. Then write to us.

Cast Aluminum four-piece Radiator shell; Six cylinder, 48 horsepower, Continental motor; Bosch Magneto ignition; Bosch starting and lighting; Ross easy-steer cam and lever steering gear; Plate clutch—extra heavy transmission with ball bearings throughout; Oil tight universal joints; Clark spiral bevel rear axle; Smith Steel Wheels; 30 x 5 cord tires all around; Heavy heat-treated frame.

*The Six Cylinder Commerce Distributor
Will be Shown at the
Delivery Truck Exhibition
Hotel Sherman, Chicago, February 1-6*

Commerce

COMMERCE MOTOR TRUCK COMPANY YPSILANTI, MICHIGAN

Export Dept.: 132 Nassau St., New York City

Cable: Comerstrux

MODEL SUPER 11 1½ TON

Continental S-4 motor. 4¼" bore x 4½" stroke. Spiral bevel gear rear axle. Radius rods. Wheelbase, 142 inches. Long wheelbase, 160 inches. Pneumatic cords, 34" x 5" front and 36" x 6" rear.

MODEL SUPER 14 2 TON

Continental S-4 motor. Timken worm drive. Standard wheelbase, 146 inches. Long wheelbase, 160 inches. Equipped with either solid or pneumatic tires.

MODEL 25 2½ TON

Continental K-4 motor, 4⅞" bore x 5¼" stroke. Timken worm drive. Standard wheelbase, 156 inches, special wheelbase, 144 inches or 176 inches. Solids or pneumatics.

POWERMATIC

Automatic power unloading truck for lumber, building supplies, etc. Built on the model 25. Sold only as a completely equipped truck, including unloading mechanism and body.

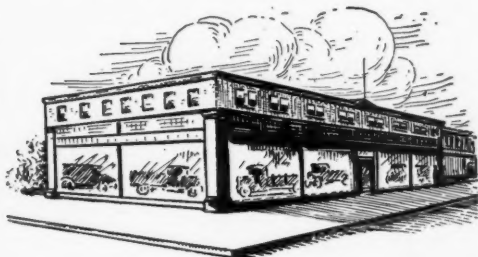
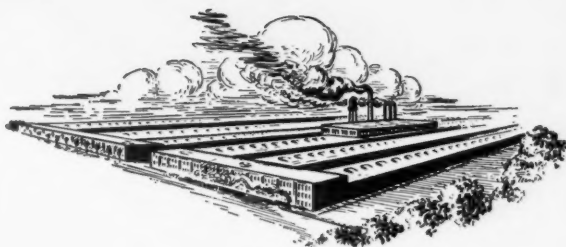
ZENITH

ZENITH Fixed Adjustment Appeals to 3 Classes of Men

The Truck Maker

receives his Zenith carburetors "adjusted once for all by the maker," which saves valuable time in the tuning department.

The manufacturer knows that the adjustment will "stay put" after the truck leaves his factory.

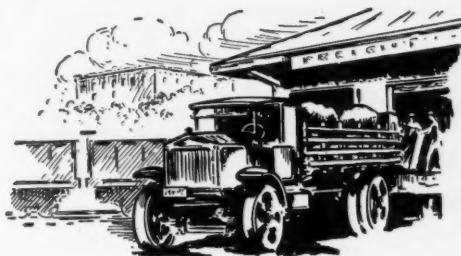


The Truck Dealer

knows that he will have fewer service calls and less work per sale. The Zenith fixed adjustment has sold—and kept sold—many motor trucks.

The Truck Owner

knows that he is protected from tinkering mechanics, and that no conditions of weather, speed, or load can alter the perfect performance of his truck.



ZENITH
CARBURETOR

There is a Zenith, tested and proven, for every internal combustion engine.

Our engineers are at the service of manufacturers to determine exactly the right Zenith for each motor; and our organization of over 1200 stations covering the entire country co-operates with dealer and owner.

ZENITH-DETROIT CORPORATION

Manufacturer of

ZENITH CARBURETORS

DETROIT

MICHIGAN

Branches:

NEW YORK

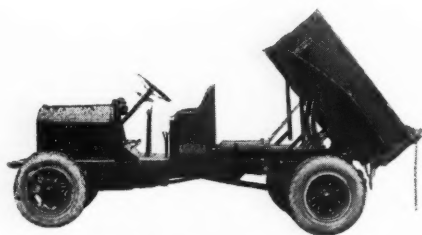
CLEVELAND

CHICAGO

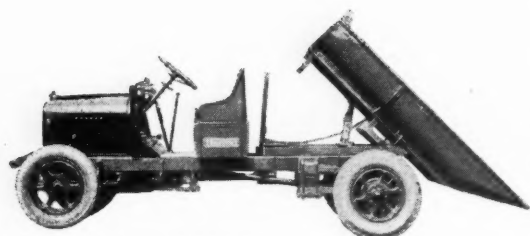
Over 1200 Service Stations

United's Franchise for 1926

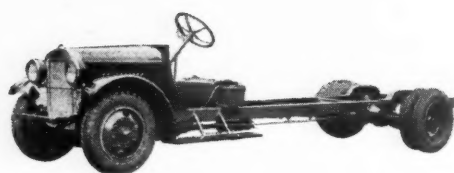
*Offers More to Substantial Truck and Passenger Car Dealers Than
Ever Before Included in a Truck Franchise*



Model 30D



Model 25D



Model 40

United's complete line of light and heavy duty commercial transportation units, ranging from $\frac{3}{4}$ ton to 7 ton types, assures United dealers the right size to fit every customer's requirements at prices unmatched for quality products, and United's enviable reputation for "Quality Trucks since 1910" is known all over the world.

The United line includes not only standard models but the now famous United Road Constructors, built in two sizes known as the 30D and 25D, equipped with both power and gravity dump bodies. Contractors the world over have endorsed these models as the last word in road building equipment and for fast economical moving of earth and other raw building materials.

Included in the United line is also the Model 40 six cylinder, built for rapid, long distance haulage. The features of this model are its low hung frame (only 25 inches from the ground), dual pneumatic equipment, ease and quietness of operation, and above all its inherent strength, economy and wonderful appearance.

Back of the United line is one of the oldest and strongest truck organizations in the country with every facility for aiding a dealer in becoming the dominant factor in truck sales and servicing in his community. We do not simply execute a contract with you and let you do the rest. We make our franchise valuable to our dealers and to the community which they serve.

Start 1926 with the right truck line and build solidly for the future.

United Motors Products Company
Grand Rapids **Michigan**

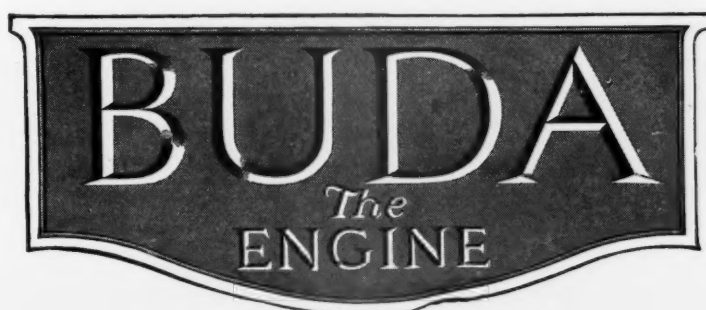
*Quality
Transportation Units
Since 1910*



THE greatest thing about the Buda engine is something you can't see at first—the 44 years of engineering experience behind it. But you soon discover this hidden value in the amazing stamina, the low cost of operation, the exceptional performance of this remarkable power unit. Ask any one of thousands of Buda operators and he will tell you, "It's there!"

THE BUDA COMPANY, HARVEY CHICAGO SUBURB ILLINOIS
ESTABLISHED 1881

Buy only genuine Buda Parts for your Buda engine



Writers who mould automotive thought

He Put "Flat Rates" Upon the Map



PAUL L. DUMAS
Technical Editor of
Automobile Trade Journal

This is one of a series of announcements dealing with the editorial strength of Chilton Class Journal publications. Each issue will carry a brief sketch of an editor or principal contributor to the group.

The purpose of this series is to place before you the facts about our editorial work so you may know its scope and magnitude and the ability, experience and attainments of the men whose articles you read in these publications.

Flat rates were not always as popular as they are today. Once they were regarded as being impractical and purely theoretical. Now all this is changed. Progressive dealers everywhere are interested in the subject and many have adopted them to their lasting satisfaction.

Much of the credit for this change in dealer opinion is due to Paul L. Dumas, formerly of the editorial staff of Motor Age, and now technical editor of Automobile Trade Journal. From the time of his connection with the automotive industry, he has been an ardent advocate of the flat rate method of selling maintenance operations. So strong, persistent and effective have been his efforts along these lines that he might truly be called the apostle of flat rates.

A flat rate chart which he compiled for Motor Age in 1924, covering 101 operations on 23 makes of cars, was the most comprehensive thing of the kind that had been undertaken up to that time and there was an immediate demand from all over the United States for thousands of reprints of it.

Mr. Dumas literally put flat rates on the map for thousands of dealers, who, but for his forceful writings, would not be practicing this modern method.

But this is not his only claim to your consideration. Mr. Dumas is essentially a practical man. He has been successively a garage mechanic, airplane technician, repair-shop proprietor and airdrome manager. Hence, he has had a great deal of actual experience in the maintenance and operating phases of the industry. This rich experience in actual shop work enables him to analyze almost any mechanical problem and to write about it in a clear and instructive manner.

The organization is fortunate in having a man of Mr. Dumas' ability and experience to write the practical, helpful kind of articles so desired by dealers.

Writers who mould automotive thought

He Delves in Grease to Get His Facts



B. M. IKERT
Technical Editor of Motor Age

When B. M. Ikert, technical editor of Motor Age, writes a service story he doesn't sit back in an easy chair and theorize on how it should be done. That isn't his way.

His method is to go to a modern service station, don overalls, get down in the grease and work on the job himself. Then, when he writes a story, it is a plain, practical description of how the job is done. Any good workman can understand it and follow the procedure without difficulty.

That is the secret of Ikert's popularity with Motor Age readers. When they see a story by him they know it is going to be practical and helpful and not a mass of theories. Instinctively they feel it is by a man who knows from practical experience. His articles have done much to give Motor Age its splendid reputation as a service publication.

Mr. Ikert is a thorough mechanic as well as a writer. He comes by this ability naturally. All his forefathers were skilled shipbuilders. His first job—during vacation in his school days—was in a machine shop, and he has continued to be interested in this kind of work ever since. For years he has maintained a small machine shop of his own where he does much experimental work.

Evidence of Mr. Ikert's mechanical ability is found in the fact that he has designed and built a speed boat and two automobiles for his own use and a number of models of mechanical devices.

For six years Mr. Ikert was connected with Popular Mechanics, after which he went with Root's Motor Digest. Later he became a free lance writer on technical subjects.

This is one of a series of announcements dealing with the editorial strength of Chilton Class Journal publications. Each issue will carry a brief sketch of an editor or principal contributor to the group.

The purpose of this series is to place before you the facts about our editorial work so you may know its scope and magnitude and the ability, experience and attainments of the men whose articles you read in these publications.

Mr. { **Dealer**
Distributor
Jobber
Manufacturer

Help educate the operators of your trucks to a Clearer
Conception of Transportation Opportunities.

The operation of a truck or bus goes beyond mere filling of the
gas tanks or changing tires. It involves these big problems:

Handling of Drivers Maintenance Methods
Organization Plans Cost Keeping
Systems of Operation

Every issue of **Motor Transport** presents to its readers many
informative articles telling how some successful fleet opera-
tor has mastered one or all of these problems, illustrating
record forms for shop work, cost keeping forms, etc.

Through the editorial pages of

MOTOR TRANSPORT

**The National Magazine for the
Motor Truck and Bus Operator**

the reader gets the benefit of the other fellow's costly experi-
ence—and he becomes a more efficient truck operator.

You, Mr. Dealer, can help yourself by helping the operator
to whom you sell—recommend to your customers that they
read **MOTOR TRANSPORT**.

The Yearly Subscription Rate in the United States is but \$2.00

We shall gladly send a sample copy upon request

CHILTON CLASS JOURNAL COMPANY

Chestnut and 56th Streets

Philadelphia, Pa.



No. 900-A
Double
Chair

FINEST FOR
BUS SEATING

Built up with shaped
and padded double
back and arm panels,
deep sub-spring cush-
ion and loose
spring air cush-
ion top pads, all
leather or imita-
tion leather covered.

Seat mounted on pressed steel base and
can be either revolving or stationary.

Comfort a Necessity

YOUR passengers will appreciate the comfort of riding on H. & K. Seats. In these days of selling service to the public this fact is important in public relations policy.

They are strong and durable and yet of a light and practical design and of attractive appearance, while the PATENTED SPACE-SAVING FEATURE permits of maximum capacity without crowding.

The seat pictured is one of the latest of our comprehensive line.

Styles suitable for every type of motor bus.

HALE-KILBURN COMPANY

Works: PHILADELPHIA

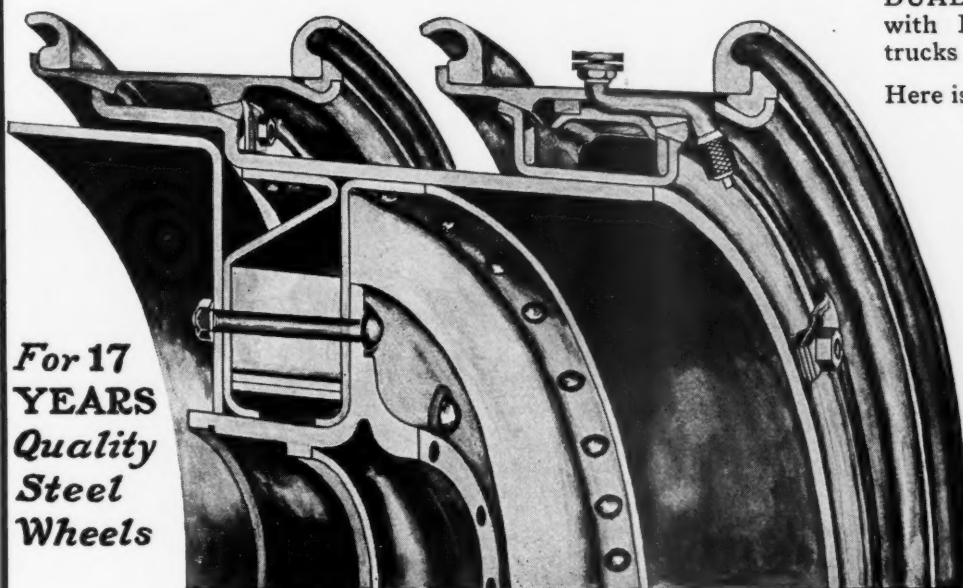
NEW YORK
30 Church Street
ST. LOUIS
Theresa and Clark Aves.

CHICAGO
McCormick Bldg.
ATLANTA
Candler Bldg.

LOS ANGELES
320 S. San Pedro St.
SAN FRANCISCO
903 Monadnock Bldg.

Hale and Kilburn SEATS

Indestructible Steel Wheels



For 17
YEARS
Quality
Steel
Wheels

DUAL-PNEUMATIC Steel Wheels with Demountable rims for motor trucks and buses.

Here is a Dual-Pneumatic steel wheel that will give you Service, Safety and Speed.

Two main points of consideration: The "INDESTRUCTIBLE WHEEL" makes the use of Dual-Pneumatics highly practical and economical.

Seventeen years' experience building steel wheels for every automotive requirement is the reason we are making our perfected Dual-Pneumatic Demountable rim INDESTRUCTIBLE Steel Wheel. No obligation whatsoever for you to get our "Comparative Costs."

Manufactured by
INDESTRUCTIBLE WHEEL COMPANY
LEBANON, INDIANA, U. S. A.

"WHEELS THAT STAND THE TEST"

**Steel Wheels for
All Automotive
Purposes**



Let This Sign Bring You More Business—Better Profits

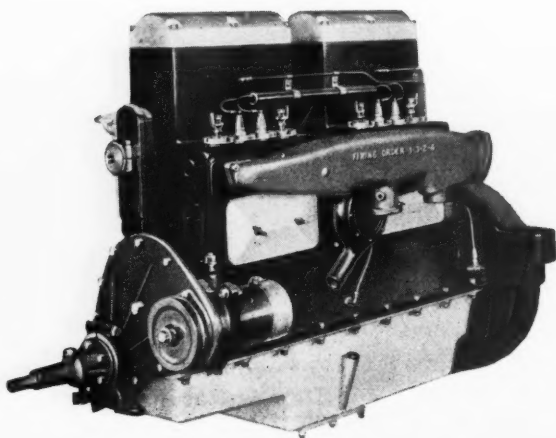
IT will do that for you, just as it is doing it for other selected tire merchants everywhere. Federal's 1926 national advertising campaign, bigger and better than ever, is telling the public that wherever they see this Federal sign displayed, they are sure of getting not only good tires, but dealer service beyond comparison.

The result is, this sign attracts business. Better still, are the extra profits that come through the unusually attractive Federal Sales Plan.

Remember, that these extra profits are not on an unknown poorly made tire, but on an old, nationally advertised favorite, which has a reputation for high quality.

Let the Federal representative tell you more about what is back of this sign.

A Pencil Will Balance on End at 1150 R.P.M.



The engineers who designed the new JACKSON Oil Engine, used in heavy duty MASTER Motor Trucks, have succeeded in conquering the problem of inherent vibration.

An ordinary lead pencil set on end, will maintain its balance with the engine running at 1150 r.p.m. and pulling full load at that speed.

Fundamentally the JACKSON Oil Engine is different—and fundamentally it is economical. It operates Master Trucks more efficiently on 7-cent and 8-cent fuel than ordinary engines do on gasoline—and it makes possible heavy duty motor trucks which can be operated at a cost within the means of every logical owner.

MASTER Motor Truck dealers have much to sell for which there is a big demand. It will pay you to investigate MASTER incomes for yourself.

Master Motor Truck Co.

Chicago, Illinois

The New
ECONOMY
Model

MASTER
TRUCKS

with Latest
JACKSON
Oil Engine



Selden 1925 Sales Increased 101% Over 1924

The rapid yet consistent increase in Selden sales shows that the new Selden models exactly fill the needs and ideals of truck owners and drivers.

PACEMAKER 1¼-2 ton, 6-cyl. speed truck. ROADMASTER 2¼-3 ton, 6-cyl. speed truck. Heavy-duty 4-cyl. models in 2, 2½, 3, 3½, 4 and 5-7 tons capacities. 6-Cylinder Motorbuses in 18-21, 21-25 and 30-passenger sizes.

1926 promises to be the biggest truck year ever. Make application NOW for Selden Sales Territory and cash in on this big spring business.

SELDEN TRUCK CORPORATION
Rochester, N. Y.



THE happiness that an inferior article gives, through the low price at which it is usually sold, is always quickly silenced by hardships experienced by the user in trying to make that article live up to the good things that were originally said about it.

THE MATHER SPRING COMPANY, TOLEDO, OHIO

Makers of scientifically heat-treated springs for the leading passenger car and truck manufacturers in America and Europe.



Points Out Leaders and Puts on More

When replacing parts, accessories, tires, the fleet owner looks to his mileage records—

Determines *which* lines deliver the service at the lowest per-mile cost.

He gets the answer (and gives the order) from the mileage-records of his

Veeder

HUB ODOMETERS

If *your* Supply Lines give the cheapest mileage, odometer records will give them the preference.

Provided *you* provide for accurate records, by selling 'em "**VEEDERS**" for the record-making.

REGULAR MODEL (list)... ..\$20.00
FORD TRUCK MODEL.....\$15.00

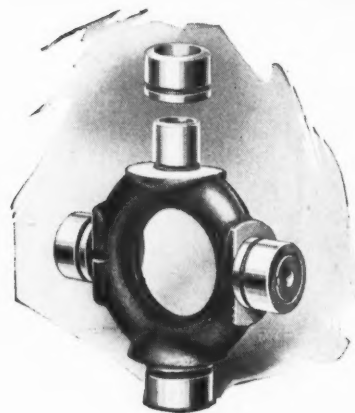
Informative circular for the asking

The Veeder Mfg. Co.
10 Sargeant Street Hartford, Conn.

Sales and Service Stations in

Atlanta, Ga.
Baltimore, Md.
Boston, Mass.
Buffalo, N. Y.
Chicago, Ill.
Cincinnati, Ohio
Cleveland, Ohio
Dallas, Texas
Denver, Colo.
Detroit, Mich.
Indianapolis, Ind.
Kansas City, Mo.
Los Angeles, Cal.
Montreal, Quebec

New Orleans, La.
New York, N. Y.
Philadelphia, Pa.
Pittsburgh, Pa.
Providence, R. I.
Rochester, N. Y.
St. Louis, Mo.
St. Paul, Minn.
San Francisco, Cal.
Syracuse, N. Y.
Tacoma, Wash.
Toronto, Ontario
Washington, D. C.
—and other cities.



Replacing these simple parts makes a Spicer good as new

THIS inexpensive journal and its bushings are the only parts that wear in a Spicer Universal. Being enclosed in a steel casing that excludes grit and dirt, wear is minimized.

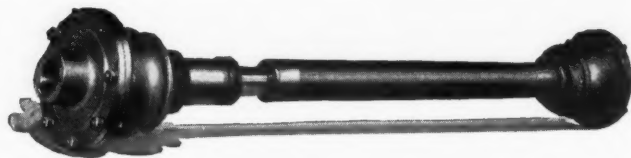
If these small parts should need renewing after 50,000 or more miles of service, any ordinary mechanic, without special tools, can quickly make replacements with new parts that are nationally distributed.

For a fleet of buses, trucks or passenger cars equipped with

Spicer Propeller Shafts

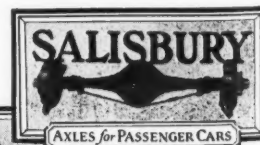
only a few minor Spicer parts need be carried in stock for service. Larger parts scarcely ever need repairing.

Smooth, silent operation; wonderful sturdiness; extremely low up-keep; ideal lubrication with all working parts immersed in grease; perfect interchangeability of parts—all these advantages have helped establish the Spicer as the most widely used heavy duty propeller shaft in the world.



Associated Spicer Companies

Spicer Manufacturing Corporation, South Plainfield, N. J.
Parish Manufacturing Corporation, Reading, Pa.
Salisbury Axle Company, Jamestown, N. Y.





A TRUCK WITH TWENTY-FOUR YEARS OF ENGINEERING EXPERIENCE TO ITS CREDIT

Are you selling trucks at a profit?

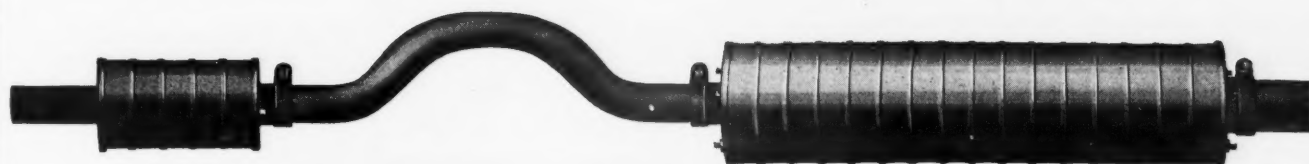
Let us show you our open policy of co-
operation that makes possible for you
greater profits.

Write today.



GRAMM-BERNSTEIN TRUCK CORPORATION
LIMA, OHIO

Powell Blow-Out Proof Mufflers



The Small Muffler on Rear End. The Practical Layout for Buses

The latest design of mufflers for Buses. One large muffler in the center and a small one on the rear end, to muffle the roar from the large tail pipe. Constructed so as to eliminate all excessive back pressure. To convince you, let us send you a sample for test purposes.

Our mufflers are Standard Equipment with all Manufactur-
ers that consider quality first.

Manufactured by

Powell Muffler Company

(Patented June 9, 1925, with others)

UTICA, NEW YORK



Do You Want a Thoroughly Designed Cab— or the haphazard product of a Local Builder?

COMPETENT engineers have designed Highland Cabs to meet in detail the exact conditions under which your cab will be used. There is a reason behind even the smallest features of construction.

Highland cabs have clear vision because they contain a good grade of glass instead of celluloid that scratches easily and turns color. They have no corner posts and the blind spot has been reduced to an absolute minimum so the driver can see what he is doing in traffic — and avoid accidents.

Easily made adjustments enable the cab to be used fully open, fully closed, or half open according to conditions. Any change takes only a second.

Doors and windows slide out of sight. They do not swing wide open — for that in itself is often the cause of accidents. Long material that overhangs in front beside the cab can be loaded and still the driver can get in and out.

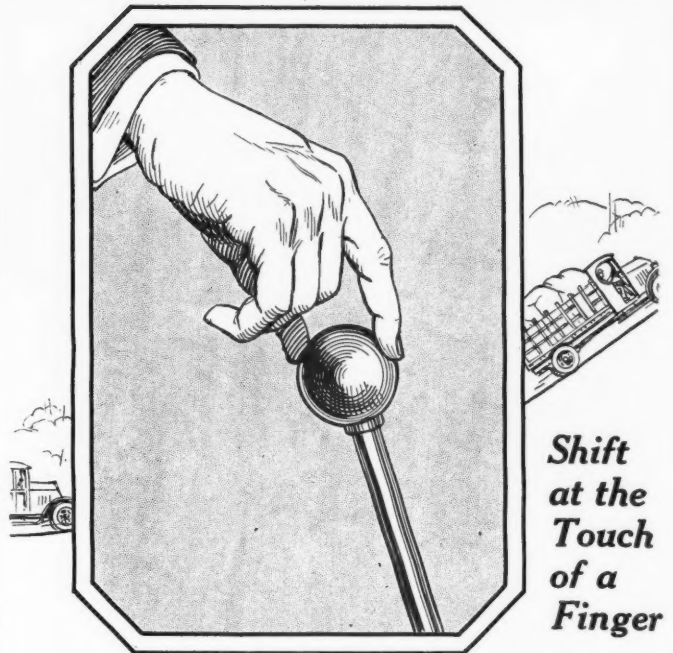
The doors are wide and easy to pass through. There is plenty of room inside. The seat and lazy back are wide, deep and soft. The patent steel construction is as noiseless and rattle free as can be built. The job is neat, trim and makes a splendid impression on your customers.

The Highland Cab is made not merely of metal and wood. Some high-grade thinking went into it. Yet because it is made in thousand lots and sold everywhere it costs no more than a make-shift job.

Every truck manufacturer or dealer can supply Highland cabs. Insist on Highland and get the greatest cab value ever offered. For trucks now in use our local distributors in most cities can supply you. Write for prices and the name of your nearest distributor.

THE HIGHLAND BODY MFG. CO.
403 Elmwood Place, Cincinnati, O.

HIGHLAND Cabs



*Shift
at the
Touch
of a
Finger*

Make Cold Weather Lubrication Part of Your Service


Fleet owners are turning more and more to Dixon's 677, the Graphited Lubricant to avoid cold weather troubles in their differentials and gear boxes.

Hard gear shifting is a sign something is not right. Experts all agree that ordinary grease and heavy oil stiffen at freezing temperature and make gear shifting difficult.



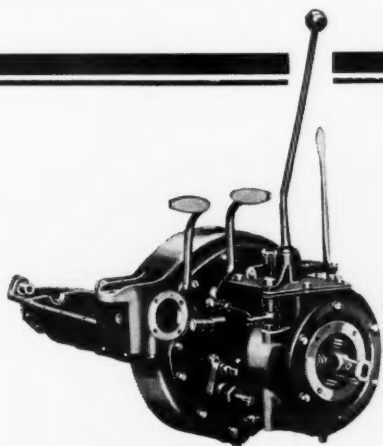
When you sell a truck or bus chassis, see that its transmission and differential are lubricated with Dixon's 677, the Graphited Lubricant that can't gum up or stiffen in zero weather.

Write today for the Dixon Dealer Deal No. 112-G — with recommendations for scientific all-weather lubrication for all points on trucks and bus chassis.

Joseph Dixon Crucible Company
Jersey City, N. J.  Established 1827

DIXON'S 677

for ALL YEAR ROUND Lubrication



More for the Money

It's easy to sell Ford equipment when the **VALUE** is there. That's the big reason for the success Himico dealers are everywhere enjoying.

With Himico, you can prove Value by demonstration. You can also prove it by cold, hard facts of Himico materials and design.

Himico does more than any other sliding gear transmission for Fords. It is a **COMPLETE REPLACEMENT**. When you install it, the Ford clutch, planetary transmission and transmission bands come out **AND STAY OUT**.

Himico includes a smooth, single-disc clutch—a replacement crank case that stiffens the whole chassis—a micrometer—inspected, three-speed forward, and reverse, gearset—and everything that goes with it, including provision for emergency 42 to 1 low, and an efficient power takeoff.

There's 210 pounds of high grade machinery in every Himico. But it adds only 16 pounds to the Ford chassis, for it replaces 196 pounds of Ford parts which most Himico dealers put back into stock.

Contrast these facts with the best story that can be told for any mere attachment transmission. Your verdict will be prompt. Himico is the big Value. **AND THE BUYERS THINK SO TOO.** Just try them!

Ask for the dealer proposition we have waiting for you!

Prices

HIMICO TRANSMISSION replaces Ford planetary set, sliding gears, three forward speeds and reverse. Complete with replacement crank case \$137.

HIMICO POWER PLANT replaces a Ford engine and transmission. Includes Transmission and Engine to which we have added High Velocity head and Hot Spot Manifold. Price, \$209. Emergency Fourth Speed, 42 to 1 (especially for trucks), \$15. Power Takeoff, \$18.

Hinkley Motors, Inc.

P. O. Box J-839

DETROIT, MICH.

HIMICO
TRANSMISSIONS
POWER PLANTS



Start 1926 Right Stop Leaks and Losses Now

Without accurate mileage records you are groping in the dark. With accurate mileage records you can stop the leaks and losses in bus and truck operation. You can increase your profits.

The Ohmer Odometer is especially designed for the hard, gruelling service incident to truck and bus operation.

It is built for utility. Rugged and strong, it stands rough usage. Its big figures, always in perfect alignment, show at a glance the cumulative mileage total.

It is built for long life. It is a marvel of mechanical simplicity. The small number of parts are big and strong. They are driven from the transmission, and move with only 1/16 the speed of an ordinary speedometer. This results in a long life of trouble-free service. There is nothing to break—nothing to wear out.

It is built for convenience. It is easily and quickly installed wherever you want it—on dash, floor, seat support, or outside frame. And once installed, it requires no further attention.

Back of it are 26 years of engineering experience and manufacturing resources in the develop and perfecting of various precision recording instruments. It is a product of the largest manufacturer in the world of mileage and fare recorders.

Get more of the details of this remarkable Odometer. See for yourself why so many of the largest fleet owners have adopted it as standard equipment. Find out how it is saving money for them, and why it will *save money for you*. There is no obligation of any kind. Write now for descriptive folder and copy of our free book giving a simplified system of truck and bus cost accounting.

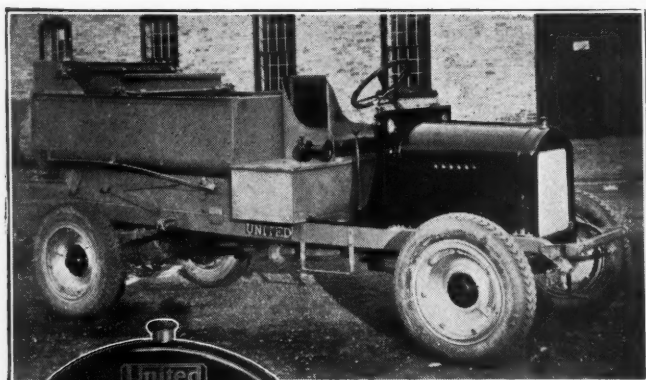
OHMER FARE REGISTER COMPANY
Dayton, Ohio

Dept. B-1

OHMER
REG. U. S. PAT. OFF.
ODOMETER

LOOK FOR THIS SIGN





Keeping Trucks and Busses on the Road

Every minute in the shop cuts down the profit a bus or truck can earn. We should welcome an opportunity to show some hard figures taken from practical experience records, together with accurate engineering data to show what Perflex Radiators have done and are doing to keep many well known jobs on the road.

Extract from letter from Mr. A.G. Boone, President, Miami United Truck Co., Miami, Florida:

"United has about fifty trucks in Miami and on not a single truck have we experienced any radiator trouble whatever. The mounting is ideal for our rough roads, and the core cools properly under the extremely hot temperatures. The entire job is standing up as nearly perfect as possible."

The Perflex cross-braced, bronze-core unit construction not only provides efficient cooling,—it takes a big step in the right direction for cutting down trouble throughout the motor. It has been made standard by over 100 well known manufacturers. Let us tell you all about this radiator and the modern service that goes with it. Our engineers collaborate with your own or give complete designs and specifications.

RACINE RADIATOR COMPANY, Racine, Wis.

Pacific Coast Representative
ENGINEERING & SALES COMPANY
24 California St., San Francisco, California

PERFEX
THE PERFECT RADIATOR

Hand This to the Next Customer You See

Let Me Suggest—

The most economical cost system I know of. Other motor fleet owners and operators have tried it at my suggestion, and say it is fine.

The Motor Transport Standard Cost System is a simple, convenient and inexpensive method of keeping close tabs on your trucks and drivers.

It costs only \$9.50 for 500 Driver's Cards, 60 Monthly Summary Sheets, 1 complete Instruction Book, 1 Binder.

I don't get a cent out of it, but if it makes more money for you, that should mean better business for me. I'm glad to pass along the idea.

The address is:

**CHILTON CLASS JOURNAL
COMPANY**

Chestnut and 56th Sts.

Philadelphia

Your Dealer

29,939,000 square yards of
concrete street pavement
were laid in 1924

Over 1000 Cities Laid Concrete Streets Last Year

The reason for this nation-wide popularity of *concrete street pavement* is the fact that it is the finest looking pavement money can buy, and gives greater service value per dollar than any other type.

Our free booklet, "Concrete Streets for Your Town," will tell you the whole story. Ask for your copy.

PORTLAND CEMENT ASSOCIATION

*A National Organization to Improve and
Extend the Uses of Concrete*

Atlanta	Des Moines	Nashville	Salt Lake City
Birmingham	Detroit	New Orleans	San Francisco
Boston	Indianapolis	New York	Seattle
Charlotte, N. C.	Jacksonville	Oklahoma City	St. Louis
Chicago	Kansas City	Parkersburg	Vancouver, B. C.
Columbus	Los Angeles	Philadelphia	Washington, D. C.
Dallas	Milwaukee	Pittsburgh	
Denver	Minneapolis	Portland, Oreg.	

**You
Can Sell More
Trucks and Busses
by Standardizing
on Equipment
that is Giving
Such Satisfactory
Service to Twelve
Million Car
Owners**

**Vacuum Tanks
Hand Horns**

Electric Horns

Speedometers

Odometers

✓ **Rear Vision Mirrors**

Shock Absorbers

Bumpers

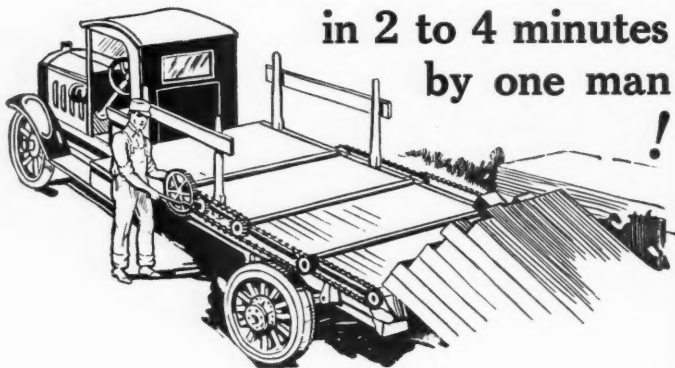
STEWART-WARNER SPEEDOMETER COR'N
1826 Diversey Parkway - CHICAGO, U. S. A.

Stewart-Warner

EQUIPMENT

FOR TRUCKS AND BUSES

5000 feet unloaded in 2 to 4 minutes by one man



Every time you sell trucks or trailers to lumber men or lumber yards—
increase the size of the deal by including the McGarry Loader and
Unloader.

The McGarry Loader can be loaded or unloaded by fewer men in a
fraction of the time it ordinarily takes to do the same operation by
hand. It keeps equipment moving—trailers, too, if desired.

The McGarry Loader operates on four rollers connected with cotter-
pin chains (tested to 5,000 lbs.) which OPERATE IN UNISON by
turning one safety crank with 3 to 1 gear ratio. This reduction enables
one man to handle six or seven tons with ease.

The John A. McGarry Company 2136-46 S Ashland Avenue
Chicago, Illinois

McGARRY

PATENTED
LUMBER LOADER & UNLOADER

Earn More During 1926

- by using Electric Trucks on
your short hauls on city routes.
- by using Walkers, the high
quality dependable electrics.
- by standardizing on the prod-
uct of an experienced, sin-
cere and financially sound
organization.

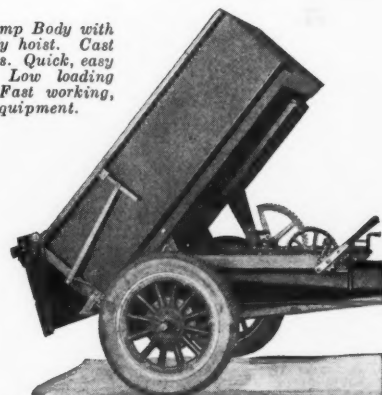
To increase your earnings three
ways, write us—without obli-
gation—about your trucking.

WALKER
VEHICLE COMPANY
Leading Manufacturer of Electric Street Trucks
Chicago

WALKER ELECTRIC TRUCKS

LOWEST TRUCKING COST ON CITY ROUTES

Steel Dump Body with
underbody hoist. Cast
steel gears. Quick, easy
dump. Low loading
height. Fast working,
reliable equipment.



"Try to Wear It Out"

YOU can sell Hughes-Keenan Dump Bodies on
that basis. We guarantee them to give satis-
factory service and to keep on giving it. They
have the stamina that brutal steel, scientific design
and careful workmanship are bound to give.

*They'll help you sell whatever make
of light truck you are handling, with
two profits—on truck and on body.
Write for the information.*

THE HUGHES-KEENAN CO., Box 21, Mansfield, Ohio

HUGHES-KEENAN

Steel Truck Bodies

NACESKID Service Chain

2 minutes
On Off



NACESKID Service Chain has the twist
that gives rolling action. Therefore
three times the wear.

Hook fastenings are drop-forged—nothing
mechanical to freeze or clog. All chains are
hand-wrought lapped, and fire-welded at the
end of links. Therefore no breakage due to
crushing. *And there is nothing like hand
made chain for long wear and sure traction.*
Don't miss this chance of ready, seasonable
sales. Write now for further information and
dealer discounts.

NACESKID SERVICE CHAIN COMPANY
Trenton, New Jersey

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Elmer Davies, Rochester, N. Y.	C. Y. Schelly & Bros., Allentown, Pa.
Becher Truck Tire Service Co., Buf- falo, N. Y.	Harry Christensen & Son, Reading, Pa.
	Sattel Auto Supply Co., York, Pa.
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1926 TERRITORIES STILL OPEN



"He Who Laughs Last Laughs Best"

Look at this bus travel! Straight road ahead—let her go! Speed, speed beyond the safety point—drivers seem to get a certain enjoyment out of it. Making up lost time or trying to cut schedule time, the danger of overspeeding is ever present. But, in the last analysis, it is "he who laughs last that laughs best." It is the operator who carefully controls the speed of his buses that gets long and continuous service from his buses.

Wear and tear multiplies rapidly at speeds above the safety point. 150 manufacturers of motors, buses, trucks and other automotive vehicles have realized this and have adopted Pierce Governors. These automatically regulate the engine speed, keeping it within safe limits at all times.

Learn how Pierce Governors have saved money for many bus operators. Write us NOW for informative literature.

PIERCE Governors

Manufactured by

The Pierce Governor Co.

"World's Largest Governor Builders"

Anderson, Indiana

Prosperity!

A good truck—with a good name—a good franchise—a prosperous year—

That is our resolution for 1926, and it is backed by 17 years of continuous truck manufacture.

We wonder what truck dealers are resolved to do during the present year. Will certain dealers go on selling merchandise that eats up profit in service? Will they continue to take the short end of poor trades? Or will they make the most of the opportunity that a big truck market offers and take on a truck that has a real reputation, that is backed by a company as sound as the Rock of Gibraltar, that does not give undue trouble and cause service costs to mount?

The United States Truck Company offers progressive dealers a real opportunity in its 1926 franchise. It costs nothing to hear about our plans and you may make some money.

*Write us today. We promise that we
can surprise you*

The United States Motor Truck Company

Established
1909

CINCINNATI
OHIO

Capitalization
\$1,750,000.00

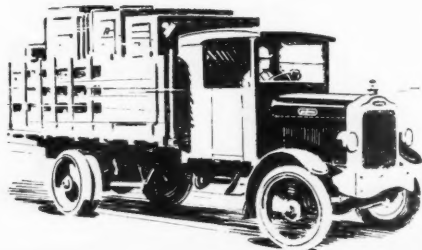


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Wherever Gotfredson Sales and Service Facilities are established, Gotfredson Trucks soon become the choice among all lines of business.

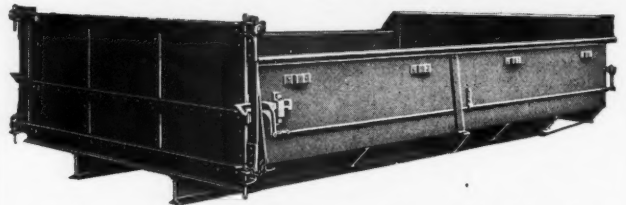
A Gotfredson Sales Franchise can be had in certain territories.

Gotfredson Corporation
MOTOR TRUCK DIVISION
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STEEL DUMP BODIES

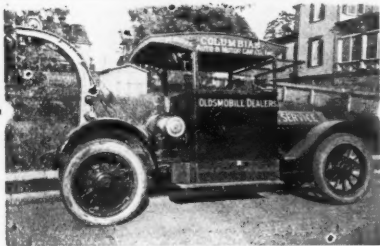


The construction of our Steel Bodies is unsurpassed for workmanship, practicality, rigidity and performance. Made in various models and sizes to take care of all requirements.

The Stewart Iron Works Co.

CINCINNATI, OHIO Incorporated COVINGTON, KY.

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STEEL BODIES CABS
BUMPER DASHES
RADIATOR GUARDS



A POWER WINCH-EQUIPPED Wrecking Crane

for your service car will help make for you

A Happy and Prosperous New Year

Do the most difficult wrecking jobs in

$\frac{1}{4}$ the time
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no trouble

Do as the modern, progressive
service stations!

The SILENT HOIST Co.

Pioneer Manufacturers of
Motor Truck Power Winches,
Cranes, Derricks

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BROOKLYN, N. Y.

Suggest to Your Next Customer that he use the—

Motor Transport Standard
Cost System. A simple, con-
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method of keeping close
tabs on trucks and drivers.

It costs only \$9.50 for 500
Driver's Cards, 60 Monthly
Summary Sheets, 1 Complete
Instruction Book, 1 Binder.

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COMPANY**

Chestnut and 56th Sts.

Philadelphia



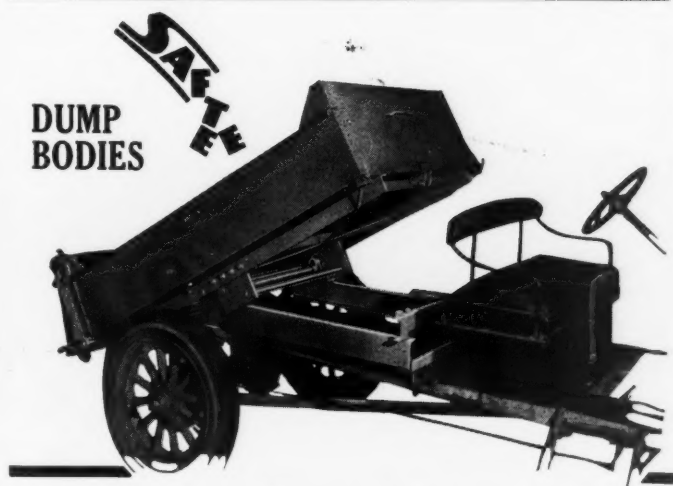
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ELECTRICAL EQUIPMENT



Save the Chassis (more sales)

by reducing the jolting and racking to a minimum, which means longer life and less expense to the owner.

The Gravity Automatic "Saftee" for Fords and Chevrolet dumps in 3 seconds. Road clearance when dumping 18 inches. Capacity 27 cubic feet.

The Hand Operated Worm Gear type works without kickback, holds the load at any angle. No ratchets, chains, cables or exposed gears. Made for all light weight trucks.

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Ditwiler Manufacturing Co.
Galion, Ohio



A THOUGHT for 1926

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A GOVERNOR—
YOU REALLY GET
THE CHEAPEST
ACCIDENT POLICY
THERE IS —

Ask about
our NEW
GOVERNOR
for
FORDS

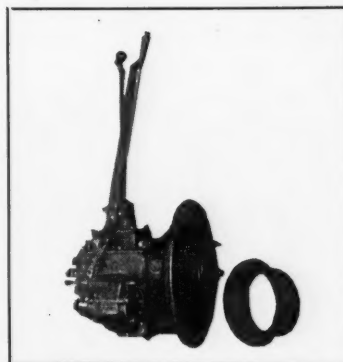
but you should be sure you buy a GOOD Governor such as the K. P. All K-P Governors regulate speed without loss of power. So efficient that they are the only governors used or approved by the U. S. Post-Office. K-P Governors prevent overspeeding, excessive wear and generally guard your profits against inexcusable loss from reckless driving. Send a postal for details.

K. P. PRODUCTS CO., INC.

60 Beaver Street

New York

K.P. Governor
GOVERNS WITHOUT LOSS OF POWER



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ESPECIALLY DESIGNED

A good transmission goes a long way towards making a good bus. Experienced buyers know this and closely examine all submitted specifications.

Today they all know that the one little phrase "Fuller Transmission" is a sign of builder sincerity and an honest indicator of 100% value.

Write us about your bus transmission problems. We have specialized in transmission building for twenty years, and are fully equipped to solve the most intricate problem.

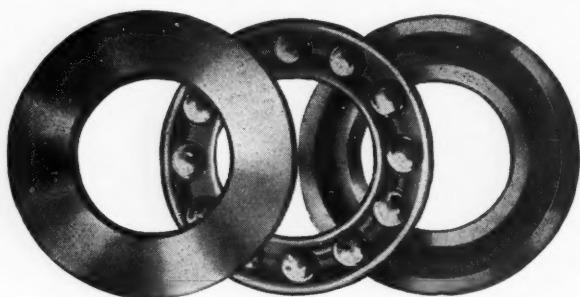
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MANUFACTURING COMPANY

KALAMAZOO, MICH.

Members of the
Motor Truck Industries, Inc.
of America

San Francisco
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London, Eng.

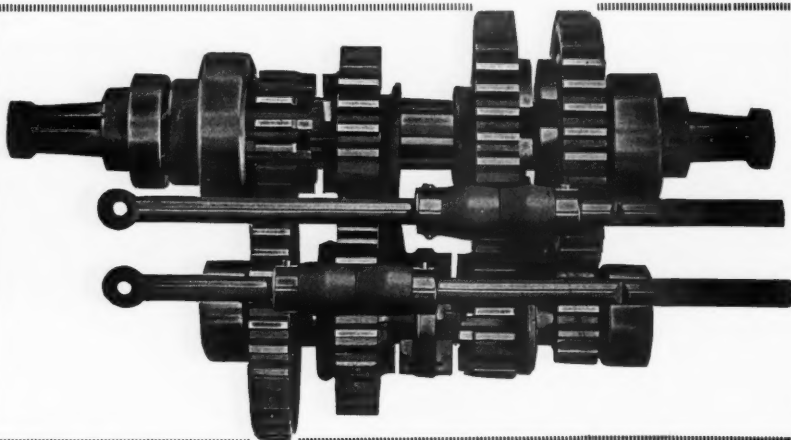


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Manufacturers of STAR Ball Retainers for Thrust, Magneto and Cup and Cone types of Bearings. Complete Thrust Ball Bearings, Angular Contact Thrust Bearings and Angular Contact Radial Bearings (made to your blueprints and requirements).

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INDIVIDUAL CLUTCH TRANSMISSIONS

FOR
3½, 5 and 7 Ton Trucks

Notice the short, compact and husky construction.

Long bearings in the loose gears.

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They Don't Throw Grease!



Special retention grease is never needed in the universal joint of a Blood Brothers Drive Shaft. Blood Brothers Drive Shafts are daily winning a bigger reputation on over thirty-five makes of trucks. Get our quotations.

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Pioneer Makers of Universal Joints and Drive Shaft Assemblies
ALLEGAN, MICHIGAN

Motor Transport

The National Magazine for the Motor Truck and Bus Operator

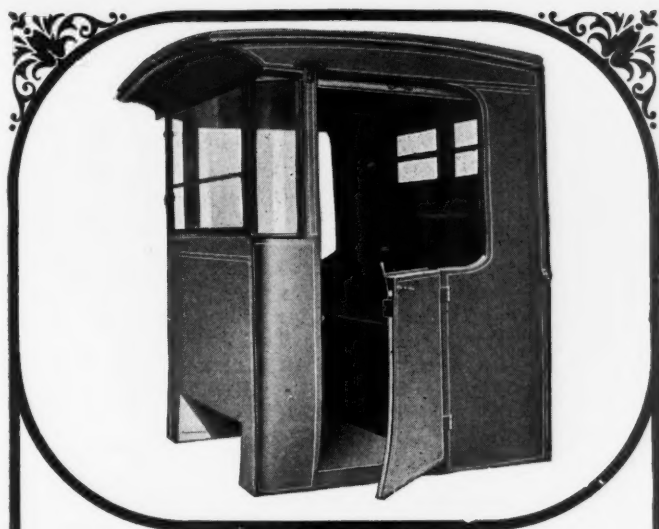
Deals editorially with the fleet owner's problems of

**FLEET MAINTENANCE . ORGANIZATION PLANS . CORRECT COSTS
OPERATION OF FLEET . HANDLING OF DRIVERS**

Every issue of MOTOR TRANSPORT presents to its readers many informative articles telling how some successful fleet operator has mastered one or all of these problems, illustrating record forms for shop work, cost keeping forms, etc

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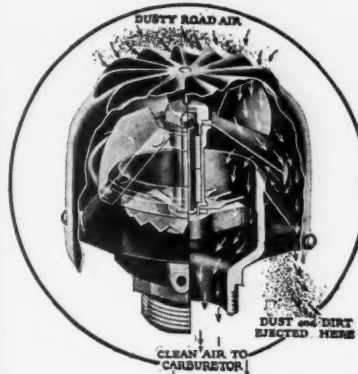
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It is evidence of the confidence which buyers have in the dependable character of Ford Tribloc construction.

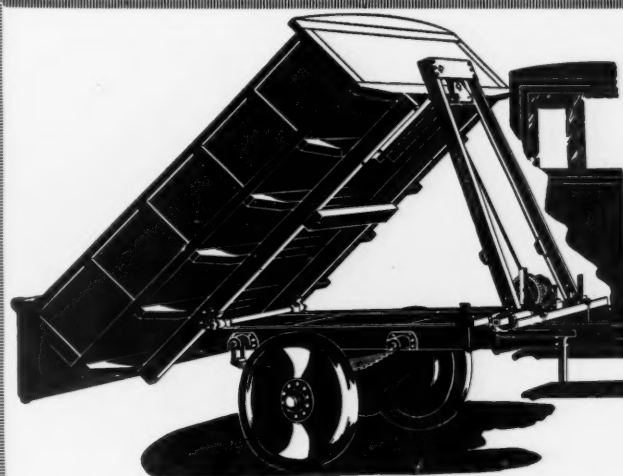
There's a Tribloc Chain Hoist for every purpose—let us tell you how you can make them pay dividends in your plant.



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ROCK HAND HOIST

A well designed and carefully built hand hoist for motor truck dump bodies.

Cut gears are used on the winch.

Can be mounted on any width of chassis without change.

TYPE G for bodies up to 1½ ton capacity, occupies

5" to 6½" space. Price without body hinge....\$58.00

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PRICES F. O. B. WATERLOO, N. Y.
Gov't tax to be added

ROCK MANUFACTURING CO., Waterloo, N. Y.

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The Oil Control Ring



THE cross section shows a Drainoil assembly and why it functions.

The razor-edged oil slots cut and scrape the excess oil from cylinder wall. All slots which are scientifically designed as to length, width and spacing immediately fill and constantly feed excess oil to relief holes drilled in piston. A steady and positive drainage carries surplus back to the crankcase to again be put into circulation.

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A *QUALITY* Brand Product



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THEY must keep running! That's the code of the truck or bus owner. A piece of equipment laid up for repairs when it should be on the road means a definite loss to the business.

Bock Bearings are built on the principle of "Not how many bearings per minute, but how many miles per bearing." A maximum number of taper rollers with round heads provides a tremendous overload

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BOCK

Quality **TAPER ROLLER**
BEARINGS



"Hand-to-Mouth"

Current "Hand-to-Mouth" buying — small quantities — immediate deliveries — creates unusual transportation requirements for manufacturers, jobbers and warehousemen.

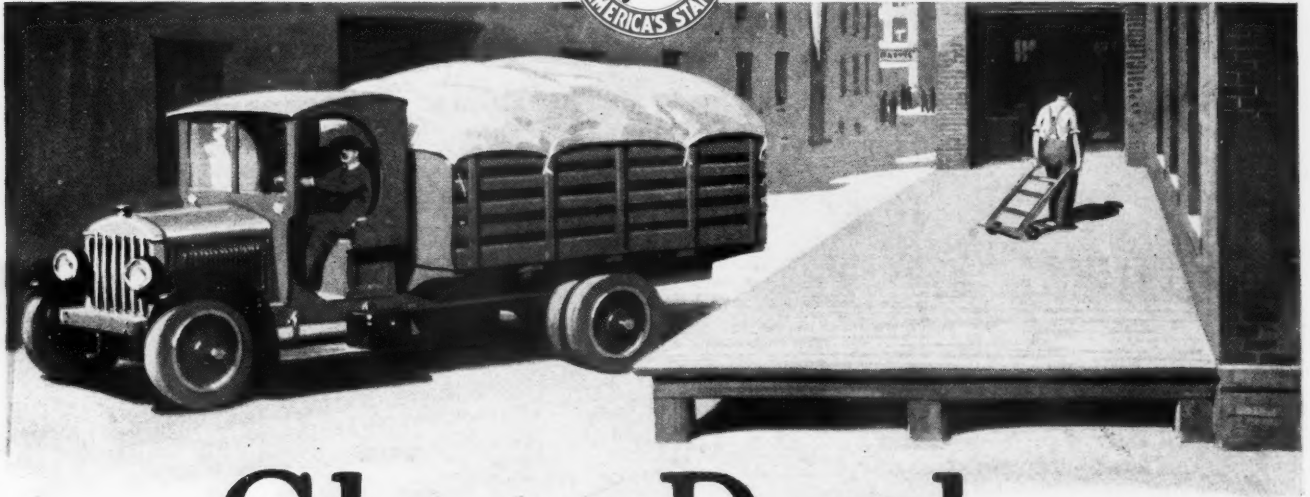
In such a market Republic trucks doubly prove their economy. Republic Mini-Mile haulage scales the transportation costs down to the level of small-quantity purchases. The trucking radius, a vital factor in the "Hand-to-Mouth" market, is enlarged. Multi-stop routing schedules are religiously fulfilled.

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More Trucks in Use than any other Exclusive Truck Builder

Dependable Power  for Every Purpose



Clear Decks

The ability of a motor truck to deliver all-round, efficient service for its owner depends so directly on its power plant that the engine becomes the real key to the vehicle's performance.

Continental Motors' engineers, through accumulated experience gained in 25 years of internal combustion engine practice, know every factor involved in truck performance and build accordingly.

Power to balance capacity, gear ratios, the mechanical factors involved in flexibility, smoothness; the principles of design that bring dependability and long life—all come under the refining influences of seasoned, erudite engineering knowledge.

A motor truck with a Continental Motor will keep the decks clear—will operate at a profit for its owner.

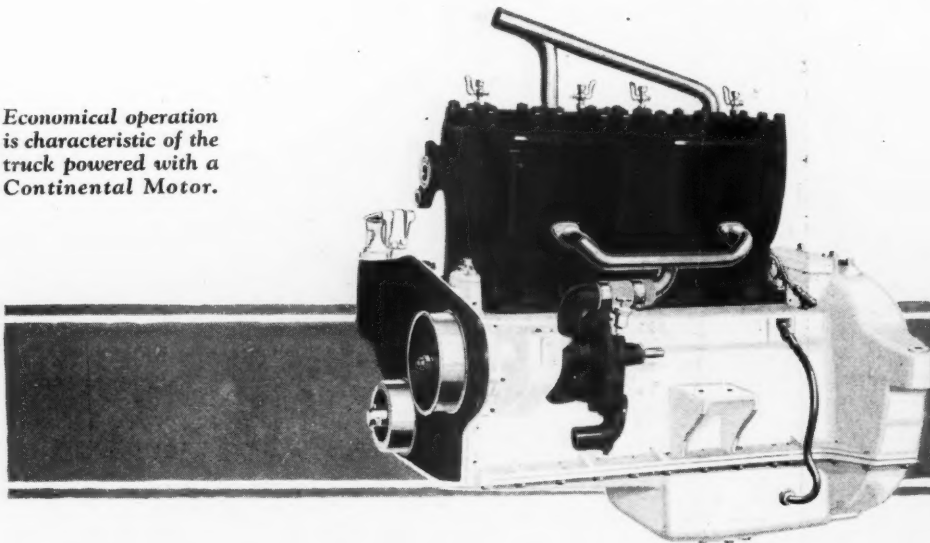
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